

THE TIMES

Tomorrow

Drilling for gold
Dentists are top earners but do they abuse the system to make money? Part 2 of The Nation's Teeth

Another ball game
The pressure is increasing for rugby to go professional. And why isn't it in the Olympics?

Balancing act
The race is on for President Reagan and Mrs Thatcher to succeed with their financial strategies. But who is winning?

Rule of the ancients
Italy could soon have a new leader who is more than 90 years old

Portfolio

The Time Portfolio competition prize of £2,000 was won yesterday by Mrs Julia Maling, who lives in Billericay, Essex. Portfolio list, page 26; how to play, Information service, back page.

Tebbit well after hip operation

Mr Norman Tebbit, Secretary of State for Trade and Industry, was "very well" at Stoke Mandeville Hospital, Buckinghamshire, after a minor operation on his left hip, injured in the Brighton bombing.

Leading article, page 11

Beach search for chemicals

West Country coastguards are to search beaches today for blue plastic drums containing dangerous chemicals, after 10 were washed ashore at Bridport, Dorset. A workman burnt his hand when clearing them up.

BMA approval

As the American baby with a transplanted baboon's heart was doing well in a California hospital, the British Medical Association said such an operation would be acceptable in Britain.

US row, page 6

Jury guarded

A police guard was mounted for the Central Criminal Court jury trying three Londoners accused of taking part in the £26m Brinks Mat bullion robbery.

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Nicaragua doubt

Nicaragua's two main opposition parties remain divided over whether to take part in Sunday's general election. Only four parties are certain to run against the Sandinistas.

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Legal reforms

An independent report has recommended wide-ranging reforms to improve the Law Society's running of the £300m a year legal aid scheme.

Page 2

Car strike call

Leaders of 28,000 Austin Rover car workers have rejected an improved pay offer and urged members to strike from next Monday.

Page 2

Close resigns

Brian Close resigned as chairman of Yorkshire's cricket sub-committee, consigning the county to further strife over the Geoffrey Boycott saga.

Page 30

Leader page, 11
Letters on Ethiopia, from Dr Keith Griffin, and others; war tributes, from Professor Michael Howard

Leading articles: Libyan connexion; Mr Tebbit's privacy; Features, pages 8, 10, 15

Gaddafi and the unions: a propaganda victory for the GLC; West Germany's acid raid crusade; Philip Norman contributes some entirely unprocessed words. Spectrum: own goals - soccer in decline. Fashion: Dutch master strokes

Obituary, page 12
Mr John Hill, Dr Carl F. Cori, M Marcel Brion

North Kent, pages 16-19. Tomorrow, the Queen visits one of the most populous regions of Kent. Today, a Special Report looks at its successes - and its problems

Classified, pages 28, 32-34

Computers' Legal appointments

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Coal board to offer 'take it or leave it' ultimatum

Mr Peter Walker, Secretary of State for Energy, told the Commons that the Nacods agreement was the one which any pits settlement would be reached.

The Government is spearheading a campaign to isolate Mr Arthur Scargill from the Labour movement using the Libyan disclosures as its main weapon.

Conflicting statements by the coal board and Mr Peter Walker led to confusion on whether Mr Michael Eaton was still personal adviser to the coal board chairman.

Coal board officials in the regions expressed anger and dismay over what they saw as the board's leadership lurching disastrously from one mistake to another.

Exports to Libya have returned to a high level - £21.6m in August - after a three-month drop following the shooting of WPC Yvonne Fletcher.

Labour MPs called for a boycott of Price Waterhouse, the accountants who are involved in the sequestration of the miners' union's assets.

Confusion on role of MacGregor adviser

By Anthony Bevis and David Felton

Miners' leaders will tomorrow be given a "take it or leave it" ultimatum by the National Coal Board that the only basis for a settlement of the eight-months dispute is last week's deal which averted the threatened pit deputies' strike.

The hardening of the Government's attitude supported pessimistic union predictions that the strike would run through the winter, possibly until March, and dashed TUC hopes of an agreement from tomorrow's talks at the offices of the Advisory Conciliation and Arbitration Service (Acas).

Mr Peter Walker, Secretary of State for Energy, said during Commons exchanges: "The agreement that has been made with MacGos is a fair and reasonable agreement. That is the one on which agreement will be reached, if it's reached at all."

Dr David Owen, leader of the Social Democratic Party, suggested that there should be no changes in the Nacods deal, "there should be no question of negotiation, clarification perhaps, but no more negotiation", to which Mr Walker replied, to loud Conservative cheers: "I agree."

The Government's position was outlined after a day of conflicting statements from the coal board and Whitehall on the role of Mr Michael Eaton, the recently-appointed personal adviser to Mr Ian MacGregor, the coal board chairman.

A coal board statement, issued at lunch-time, said: "The chairman has decided that in view of the sensational developments over the weekend, which has changed the whole situation, all Mr Eaton's appointments with the press will not now go ahead."

That immediately provoked speculation that either Mr Eaton was being relieved of his new duties or that it was a preliminary move by the board before an announcement that he was not prepared to attend Acas talks with leaders of the National Union of Mineworkers, in protest at the "Libyan connexion".

There were hurried consultations between senior coal



Mr Eaton: Engagements cancelled.

board officials and Mr Walker which resulted in a second statement being issued, this time by Mr Eaton, saying: "The board have been invited to meet Acas early on Wednesday as they have agreed. In the light of those forthcoming talks, the board will not make any statements until these discussions. I have therefore cancelled my engagements with the media for the next few years."

The coal board machinations caused consternation within Whitehall and even within the board's London headquarters because it was felt that the confusion over Mr Eaton had successfully diverted the media spotlight away from the Mr Arthur Scargill, the miners' president, and the farce over the union's contacts with the Libyan regime.

Mr Walker told MPs that he was aware of the rumours circulating about Mr Eaton and had contacted the board. "I can confirm that Mr Eaton happily remains at his duties and very much agrees with the decision to cancel certain press engagements today whilst they examine the situation following disclosures over the weekend."

It is thought that one of his engagements that Mr Eaton had planned today with industrial correspondents would have been inopportune in view of the Acas talks. The Acas talks will start from the basis of papers submitted by the union and the board

Continued on back page, col 6

Tory aim to isolate Scargill over Libya

By Anthony Bevis, Political Correspondent

The full force of government efforts to isolate Mr Arthur Scargill from the TUC and Labour leadership, from the NUM colleagues and from the striking miners, was brought to bear by Mr Peter Walker, Secretary of State for Energy, in the Commons yesterday.

Mr Walker's main weapon was the weekend disclosure of high-level links between the Scargill leadership and Colonel Gaddafi's Libyan regime.

But he also raised the question of Mr Scargill's own political motivation for pursuing the strike.

Mr Walker said that the British people were very suspicious of a leader who refused a strike ballot and who had said that he wanted to overthrow the democratic system. "The latest disclosures - this weekend, certainly arouse deep suspicions."

Mr Walker said that some NUM leaders had been caught negotiating with people who "provide funds for terrorist activities throughout Europe", and that while Mr Scargill sought the support of trades unions in Libya he opposed Polish Solidarity because he said it wanted to overthrow a socialist state.

Yet Mr Walker said, there was no trade union movement in Libya and there was no right to strike. But he also contrasted Mr Scargill's intransigence with Nacods decision to accept an agreement, and said that the only reason Mr Scargill was sticking to his demand for no pit closures was "to keep the conflict going."

In a prepared, parting shot to Mr Stan Orme, Labour energy spokesman, Mr Walker said: "I do hope he reflects that when this strike is ended on a sensible agreement, he will recognize that the activities of Mr Scargill throughout this dispute have done enormous damage to the coal industry, have impoverished the National Union of Mineworkers, have put miners' families into debt, have divided the mining community, have damaged the Labour Party and damaged the TUC, and that is the reality of this strike."

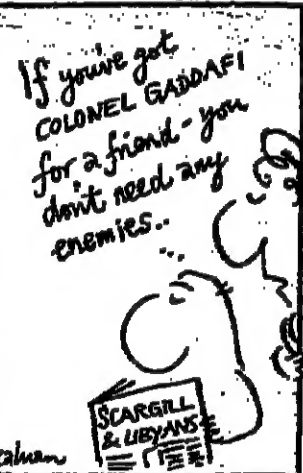
Philip Webster writes: The tensions of the coal dispute boiled over in the Commons yesterday when Mr Jack Drommond, chairman of the Parliamentary Labour Party, had to intervene to cool an angry dispute between two colleagues. The flare up came during questions to energy ministers as Mr Allan Rogers, MP for Rhondda, claimed that three working collieries in Nottinghamshire would be closed when the strike ended if Mr Ian MacGregor's formula was put into action, and referred to the working miners as "scabs".

At that Mr Don Concannon, MP for Mansfield, sitting directly behind Mr Rogers, was seen to remonstrate with him. According to Mr Rogers' Mr Concannon said he had not said about his members like that and threatened to "thump" him. Mr Rogers retorted to the 6ft 4in Mr Concannon: "You might be big enough, but you are not good enough."

Mr Rogers said later: "I see working miners as working against the interest of miners in my area."

Mr Concannon said that he and Mr Rogers had apologized to each other. "We have had a cup of tea and shaken hands on it." But he added: "We have problems enough in Nottinghamshire without people here

Continued on back page, col 4



Continued on back page, col 6

Reagan says TV failure his fault

From Christopher Thomas Washington

President Reagan, assuredly coasting to victory, took the blame in an Oval Office interview for his failure in the first television debate with Mr Walter Mondale. "It was my fault," he said. "I was flat."

He told Newsweek that he was not enthusiastic about the debate. He agreed to participate "because I was sure, very frankly... that I would find myself defending against a charge of cowardice if I did not."

Mr Reagan indicated that if reelected, he has no Cabinet changes in mind. "I'm perfectly content," he recalled that as Governor of California if I went to a campus I started a riot in those days. And to suddenly find this attitude on the part of young people - I must say sometimes I get a lump in my throat."

Voter registration this year has surpassed all expectations.

Southern blacks - virtually all Democratic supporters on paper, but the Republicans have benefitted from a backlash response among white fundamentalists Christians, military people, and non-union blue collar workers.

A new opinion poll released yesterday concluded that President Reagan is picking up ground in the South and West.

Danger for Reagan, page 5
Frank Johnson, back page

British embassies may close in £20m Foreign Office cuts

By Frances Gibb

A number of Britain's embassies and consulates abroad face closure to help meet a proposed cut of £20m in the Foreign Office public expenditure budget for next year.

The Foreign Office is one of several departments that will be forced to accept cuts in the latest and increasingly bitter round of fighting between ministers and the Treasury.

Although a final decision will be made by Sir Geoffrey Howe, the Foreign Secretary, the department's officials are expected to press for cuts in the diplomatic missions as the first and least politically sensitive option.

The most likely targets are most embassies in the South Pacific, some in Latin America and possibly some in old French West Africa. A number of consulates in major cities in Europe and elsewhere would be likely to close.

Top of the list of embassies that could be closed are: Kinabalu (formerly Gilbert Islands); Tuvalu (formerly Ellis Islands); Vanuatu (formerly New Hebrides); Western Samoa and possibly Tonga. In Latin

America, likely targets include Bolivia, Paraguay and Ecuador, and in Africa, Togo. In addition, a number of consulates throughout the developed world would be at risk, in line with a gradual reduction in their number over the past 20 years. A final Cabinet decision is expected on November 8.

The cut for the Foreign Office would be on its present £583m budget, which is shared by the home and diplomatic services and provides grants in aid to the BBC and the British Council, and subscriptions to international organizations.

Officials believe that any cut in the budget of the BBC and British Council would be politically unacceptable and not worth the return. The only other option is for a cut in the £1,000m budget for grants-in-aid administered by the Ministry for Overseas Development. This is split 59 per cent in aid by the Government direct to other Governments and 41 per cent in aid to organizations such as the EEC and the United Nations.

But the government-to-government aid is tied in with

reciprocal agreements and contracts for British industry, while grants through the EEC also bring a spin-off for trade beyond their cost.

The Treasury is pressing for cuts worth £2,500m in next year's Whitehall spending to meet a spending target of £131,600m. Departments such as the Foreign Office are also having to shoulder increased demands imposed by unemployment benefit.

The number of consulates has been cut from 128 in 1965 to 67. Independent missions - High Commissions and embassies - have risen in number from 111 in 1968 to 131.

In 1977, a report by the Central Policy Review Staff recommended a reduction in the size of missions in general and the closure of some 20 British embassies and High Commissions and at least 35 subordinate posts, replacing them with other forms of representation.

But a White Paper published in 1978 argued against the closure of overseas missions although it agreed there was room for economies.

Cost of £13,000 reinstatement policy in high-risk areas

	Current	New
Inner London	£80	£195
Liverpool	£80	£195
Glasgow	£78	£195
Manchester	£66	£195

every £1 it received in premiums. By far the highest rate of claims came from inner cities.

The Prudential has created a new "band 8" high-risk category for pricing its policies for these areas. The biggest increase is likely to fall on policyholders in Manchester who will be re-rated from band



Sad farewell: The Princess of Wales attending a memorial service yesterday for her uncle, Lord Kermoy, her first public engagement since Prince Henry's birth.

Report, page 12

Freeze settlements, Howe urges Israel

From Christopher Walker, Jerusalem

The British Foreign Secretary, Sir Geoffrey Howe, made a strong appeal last night to Israel's new government of national unity to freeze all settlement-building in the occupied West Bank as a means of helping revive the "deadlocked peace process in the Middle East."

Speaking at a state dinner, Sir Geoffrey also welcomed the new Government's recently declared intention to ease restrictions on the Palestinians living under military rule and called on the liberalization process to be "developed and broadened."

So far it has included permission for the Arabs to run their first commercial bank since the region was conquered in 1967, a cutback in Israeli censorship and the lifting of an earlier ban on a number of Palestinian industrial projects.

Both Sir Geoffrey and Mr Yitzhak Shamir, Israel's Foreign Minister, referred to the

Ethiopia accepts new aid package

By Philip Webster Political Reporter

The Government is greatly increasing its operation to help the distribution of food in Ethiopia after criticism of its original offer by Ethiopian officials.

Two RAF Hercules transport planes, with a back-up team of between 50 and 100 RAF personnel, are to leave Britain shortly and will operate for three months, rather than one month as originally planned.

The aircraft will take out to Ethiopia 100 tonnes of food, an unspecified number of Land-Rovers, drilling machines, spare parts, and medical supplies. These are all items asked for by Mr Desalegn Wolde Giorgis, the head of Ethiopia's relief and rehabilitation commission, when he met Mr Timothy Raison, Minister for Overseas Development, on Saturday.

The new offer was made yesterday during a frantic day of consultations and was understood by ministers last night to have been accepted in principle by Addis Ababa.

Two senior RAF officers were flying out to Ethiopia last night on a reconnaissance mission to check on the availability of fuel, accommodation, and other facilities.

Depending on their report and the final agreement of the Ethiopians, the aircraft will leave either today or tomorrow. Ministers were unsure last night where the RAF operating station would be located. Both Addis and Djibouti are considered as possibilities.

The improved offer of help after Mr Giorgis's complaint, accepted by ministers, that the idea of sending two Hercules for a month was too short for them to have any real impact.

Mrs Margaret Thatcher has been deeply involved in the discussions. During the weekend, she was in frequent telephone contact with ministers.

Mr Raison said last night: "Things are moving. I am hopeful that the difficulties about the Hercules aircraft will be unblocked and that they will be able to go out soon. They will do work of great value, taking out much-needed goods and especially helping to solve internal transport problems."

The Overseas Development Administration is also hoping to charter the third aircraft, and perhaps a fourth, to take out equipment and supplies.

The agreement over the RAF's Hercules should clear the way for a number of flights planned by private individuals and organizations (David Cross writes).

The first of these, a British Airways Tristar, is due to leave Heathrow tomorrow with food and blankets on board. Later in the week two Boeing 707s from Gatwick will leave with grain and other emergency supplies.

Offers of other aircraft are Continued on back page, col 1

Opec agrees on cut in oil output

From David Young Geneva

Ministers from the Organization of Petroleum Exporting Countries last night agreed to cut their total oil output by 1.5 million barrels a day in an effort to bolster sagging prices.

After announcing their agreement, the ministers went into closed session to decide how to spread the cuts among the 13 member nations. Present Opec production is 17.5 million barrels a day.

Opec's president, Dr Sobroto of Indonesia, stressed that the cut in output would be temporary. "After a couple of months spot prices will firm up to official prices (of \$29 a barrel)," he said.

Saudi Arabia, the world's largest oil producer, is expected to bear the brunt of the output reduction. However, it is expected to resist pressure to make cuts of the size other members have pressed for.

Details, page 21

Soaring crime forces up insurance rates

By Richard Thomson

Rising crime has forced Prudential Assurance, Britain's largest household contents insurer, to announce swinging increases of between 50 and 100 per cent on the cost of many of its house contents policies.

The move will almost certainly encourage other insurers, most of whom have also been hit by crime losses, to raise their premium rates.

The Prudential's increases will fall mainly on the inner city areas of London, Manchester, Glasgow and Liverpool, affecting 220,000 households. Perhaps surprisingly, Birmingham is not included.

The Prudential has 3 million house insurance policy holders. For most of these affected, the increase is likely to mean an extra cost of £3 per 1,000 sum insured on a standard indemnity policy and £7.50 more per £1,000 on a new-for-old policy.

Announcing the changes, Mr John Powell, an assistant general manager, blamed the increase on the rising rate of theft which was reaching "epidemic proportions."

A higher rate of theft claims has led to a loss of £6m on the Prudential's home contents insurance business for the first half of this year. In some areas, Mr Powell said, the company was paying out 3m in claims for

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Gang threatened to burn bullion guards to get vault numbers, jury told

Raiders involved in the £26m bullion robbery at Brinks-Mat warehouse near Heathrow Airport last November threatened to turn security guards into "infernos" if they did not reveal combination numbers to the high security vault, a Central Criminal Court jury was told yesterday.

Watered-down petrol was poured over them, Mr Michael Corkery, QC, for the prosecution, said. "The victims would be small petrol and not knowing it was mixed with water, their fear and terror was all too obvious."

Three Londoners deny plotting and taking part in what has been called Britain's biggest robbery. The three are: Michael McAvoy, aged 32, a builder, from East Dulwich; Anthony White, aged 40, unemployed, from Rotherhithe; and Brian Robinson, aged 40, a motor trader, from Lewisham.

Mr Corkery said they had been given vital information by a security guard at Brinks-Mat, Anthony Black, who had family connections with Robinson. He had confessed to his part and been jailed for six years.

He would give evidence for the Crown about the gold, platinum, diamonds and travellers' cheques valued at £26,369,778 that were stolen.

Corkery said: "It was clearly an audacious, well-planned and, above all, simple robbery."

The depot, on an industrial estate in Hounslow, west London, occupied part of a large warehouse block known as unit seven. "On the day of the robbery all the vaults were piled up inside the thick and heavy-doored vault. Inside were also three large safes."

The vault needed two people to open its combination lock, a key man knew half the numbers and a crew leader the rest. The safes would have separate combination locks. Several alarm systems had also to be overcome, made easy by there being an inside man, Mr Corkery said.

Black, who was tied up, handcuffed and hooded with the other guards had worked at the depot since 1981, Mr Corkery said.

By last summer Black had met McAvoy and Mr White, and was meeting Mr Robinson every week, usually on a river bank, as Mr Black was a fisherman.

Mr Corkery said Black photographed the interior with a camera given by Mr Robinson, and took impressions of the front door key after he was shown how by Mr McAvoy.

The conspirators allegedly met the night before the robbery. Mr Robinson wanted to know how much would be there, Black said it was normally £1m to £2m.

But, unknown to them, five extra vans were going in that weekend. One was from Johnson Matthey, the bullion merchants, from which they took three tons of gold; others included 1,000 carats of diamonds from the Diamond Trading Company and £250,000 of travellers cheques from Citibank.

The robbers struck soon after the signal from Black. Mr Michael Scouse, the key man, felt a gun at the back of his head. He was handcuffed and a bag put over his head. His clothes were cut and petrol was poured down his trousers, Mr Corkery said.

Mr Robin Riseley, who has the other half of the combination, received similar treatment. But he was too frightened to remember the combination.

The robbers struck matches near Mr Riseley, threatened to cut off his penis and then stabbed him in the hand.

After the gold was loaded into a van, Black told police later, McAvoy pushed up his Balacava and said: "It's all right, we have got the lot."

Mr Corkery said there was talk about the proceeds being buried under concrete and Black receiving his share five years later "when the heat was off".

None of the haul has been recovered.

The hearing continues today.

NatWest to give breakdown of charges

By Peter Wilson-Smith
Banking Correspondent

National Westminster Bank is to start giving personal customers a detailed breakdown of bank charges on customers' statements. It will be the first time that any clearing bank has offered this service and the move is intended to defuse customer irritation about bank charges, which give rise to a large number of complaints.

The service starts next month and the breakdown of charges will appear on bank statements covering the period September 10 to December 9. The breakdown will give a brief outline of transactions which incurred charges and the total charge less any notional interest allowance.

Mr Philip Gille, general manager of NatWest's domestic banking division, said yesterday: "Our market research indicated that customers would welcome a breakdown of charges on the basis we now propose and our research was supported by the National Consumer Council report *Banking Services and the Consumer* published in December last year."

Research suggests that customers do not mind paying bank charges so much if they have a clear idea what the charges are for. However, the main problem for the banks in giving a breakdown is adapting computer systems to cope.

NatWest, for instance, prepares more than 55 million personal bank statements each year. Trustee Savings Banks are to start opening on Saturdays and by the end of next year aim to have 300 branches open from 9.30am to 4pm on Saturdays.

The banks will provide a full banking service. Lloyds Bank announced last week that it would start opening key branches on Saturdays next year. Only the Midland Bank among the big four clearers have yet to decide on Saturday opening but it is expected to make an announcement within the next couple of months.



The Big Top beckons

Riding high: Unis Hamich, aged four, who is claimed to be the world's youngest professional acrobat, performing a one-handed handstand from his father's palm in preparation for his appearance in the Tamara Cocco's children's Circus at Chessington Zoo. This week the circus is holding auditions for young performers to appear in the first Children's Circus Show on November 3. This handstand will be Unis' star turn in the show to be held in the group's "big top" at the circus. Photograph: John Manning.

New airline aims to make Prestwick hub for US flights

Mr Randolph Fields, an American lawyer, yesterday outlined plans for a "radically new" non-union airline which he hopes will provide cheap private transatlantic flights using Scotland's struggling Prestwick airport.

Speaking at the airport near Ayr on the west coast, he said that there was nothing altruistic about his decision to make it the hub of what would be the "Highland Express" operation.

Last year Prestwick lost £3.4m but the co-founder of the cut-price Virgin Atlantic airline said that it was coincidence that his plans came as the airport's future was being debated.

The start-up, due in June next year, would depend on an early hearing of the licence application by the Civil Aviation Authority. Three objections have been lodged.

Mr George Gies, general manager of Prestwick airport, said that if traffic figures of four years ago were achieved by "Highland Express", it would put the airport back into profit.

Mr Fields said: "We intend to be extremely profitable. In our first year we plan to make an excess of £5m."

The new airline would employ 400 people directly at Prestwick next year, with the same number again taking on by sub-contractors.

Mr Fields said that "Highland Express" would be a non-union airline as long as the management operated successfully. "If the management is good I don't see any reason for people wanting to join a union."

Thyssens seek ruling on venue for divorce

One of the world's wealthiest couples, the estranged Baron and Baroness Thyssen, came face to face in the Court of Appeal yesterday to ask three judges to decide on the final venue for their divorce.

Baroness Thyssen wants to end the 17-year marriage in Switzerland. But her husband, Baron Heinz Thyssen, aged 63, the steel millionaire, wants the English courts to settle the divorce.

The baron, with homes in England and Switzerland, has already won a High Court ruling in Britain stopping his wife launching divorce proceedings in Switzerland. It is that ruling that the Brazilian-born Baroness, aged 43, is seeking to overturn in the Court of Appeal.

Mr Leonard Hoffman, QC, counsel for Baroness Thyssen, argued that Switzerland was the "natural forum" for the divorce. The baroness now lives in Zurich with the couple's son, Alexander.

Mr Hoffman conceded that the baroness would automatically file better from a divorce settlement in Switzerland. She estimated her husband's fortune to be between £100m and £300m.

The appeal hearing continues today.

Brontë sale

The vicarage at Hathersage, near Sheffield, where Charlotte Brontë is thought to have planned her novel *Jane Eyre* is to be sold by auction on November 20.

Price curbs on some milks to end

By Robin Young

Mr Michael Jopling, the Minister of Agriculture, yesterday announced the end of price controls for Channel Island, Homegrown and UHT milk. In answer to a written parliamentary question, Mr Jopling confirmed that when the current order setting maximum prices for these so-called premium milks expires on November 4, it will not be replaced.

In February Mr Jopling said that price control of milk would cease by the end of 1985. It is now expected that the statutory instrument by which the ministry sets prices will be allowed to lapse this December.

Deregulation is not likely to affect current prices for milk, because although doorstep deliveries are charged at present maxima, milk now sells in many shops at lower prices.

The Government's decision could, however, exacerbate the continuing arguments between the Dairy Trade Federation, representing the big dairy companies, and the Milk Marketing Board, which between them control the distribution and retailing of milk.

Three sue hotel for bomb blast injuries

Two Lebanese businessmen and an American general seriously injured when a bomb exploded in the foyer of the Hilton Hotel in Park Lane, central London, nine years ago, sued the hotel for damages in the High Court yesterday.

Warning of the bomb had been telephoned to a newspaper office and the police were at the hotel within five minutes. Mr Michael Lewis, QC, claimed that although another 15 minutes elapsed before the explosion, during that time no search was made and there was no evacuation.

Mr Lewis appeared for General Joseph Capucci, of Valley Brook Drive, Falls Church, Virginia, United States; Mr Nazih Ladki, of St George's Court, Brompton Road, South Kensington, London; and Mr Choucri Abouchalache, of Abouchalache House, Beirut.

Two people were killed and 59 injured in the explosion at lunchtime on September 5 1975. Mr Lewis told Mr Justice Beldham that there had been a number of bomb hoaxes at the Hilton before the blast.

Hilton International Hotels (UK) denied liability and counterclaimed damages against Mr Abouchalache and Mr Ladki for non-payment of their hotel bills.

Mr Lewis said that Mr Abouchalache, aged 45, had to have his right leg amputated and was made deaf; Mr Ladki, aged 49, suffered a neck injury and facial scarring and was deafened; and General Capucci, aged 71, was totally deaf in his left ear and had slight hearing in his right ear.

The case continues today.

Tetanus killing ponies

Animal lovers were searching yesterday for Dartmoor ponies dying in agony, stricken by tetanus. Already up to 20 have died and more than 150 are at risk, Mrs Joanna Vinson, secretary of the Dartmoor Livestock Protection Society, said.

Veterinary surgeons are searching the west of the moor, carrying vaccine and serum. "We are patrolling the moor every day in search of sick ponies. But unless it is tackled at the very first symptom the animal is almost certainly doomed to die," Mrs Vinson said. "Once they go down they can't get up."

High technology college funded by industry

By Bill Johnstone
Technology Correspondent

A technology institute is to be opened in Milton Keynes, Buckinghamshire, next spring at a cost of more than £10m.

Some of Britain's top electronics companies, including Cable & Wireless, Plessey and STC, are sponsoring the institute, intended to alleviate the shortage of high technology graduates.

Since the publication in July of a government report on the skills shortage, by a committee led by Mr John Butcher, Parliamentary Under Secretary of State for Industry, the academic world and industry have been studying the problem. The Butcher solution was the creation of colleges funded by industry.

Computer Horizons, page 25

Student accused of biting off ear

Dewi Hitchcock, aged 21, a Cambridge University undergraduate, appeared yesterday before magistrates at Cambridge charged with biting off the ear of Mr Paul Wells in Cambridge on October 20, causing him grievous bodily harm.

Mr Hitchcock, a second lieutenant in The First Royal Regiment of Wales, was granted bail until November 14 on condition that he resides at Pembroke College, where he is studying.

Microlight crash search halted by bad weather

By Ronald Faux

Bad weather yesterday prevented police divers searching in Inverberrie Bay, south of Aberdeen for a microlight aircraft carrying two people which crashed there on Saturday.

Lady (Aileen) Fraser, aged 36, former wife of Sir Hugh Fraser, was on the aircraft, which was being flown by Mr Alistair Milne, aged 28, an instructor with the Scottish Microlight Flying Club at Stirling.

An investigation into the accident has begun but no reason why the aircraft, a powered hang-glider, should have ditched in the sea, has been established. The search will resume today if conditions improve.



Lady (Aileen) Fraser, the former showjumping champion, and Sir Hugh Fraser, her former husband.



Confession denied in severed toe case

A bricklayer accused of being one of three men who allegedly tortured Mr Harry Tiptle a London newspaper, told the Central Criminal Court yesterday that he had been framed by police.

Terence Bradford, aged 23, denied making a statement that he went to the home of Mr Tiptle, aged 59, and his wife Cicely, aged 56, but "never did any of the sick stuff".

The court was told earlier that Mr Tiptle had a toe cut off and his wife Cicely sexually assaulted when both were beaten up by three men during a £600 robbery in February at

their home in Peckham, south-east London.

Mr Bradford said in evidence yesterday that statements attributed to him by the police were never made. He claimed that he had been verbally abused and at one stage an officer "laid a brown truncheon on the table".

Mr Bradford said he never went to the Tiptles' home. He said that after drinking in the Shard Arms public house in Peckham Park Road at 12.45, he immediately took a taxi to his home at Carrisdale House, St Leonard's Road, Poplar, east London.

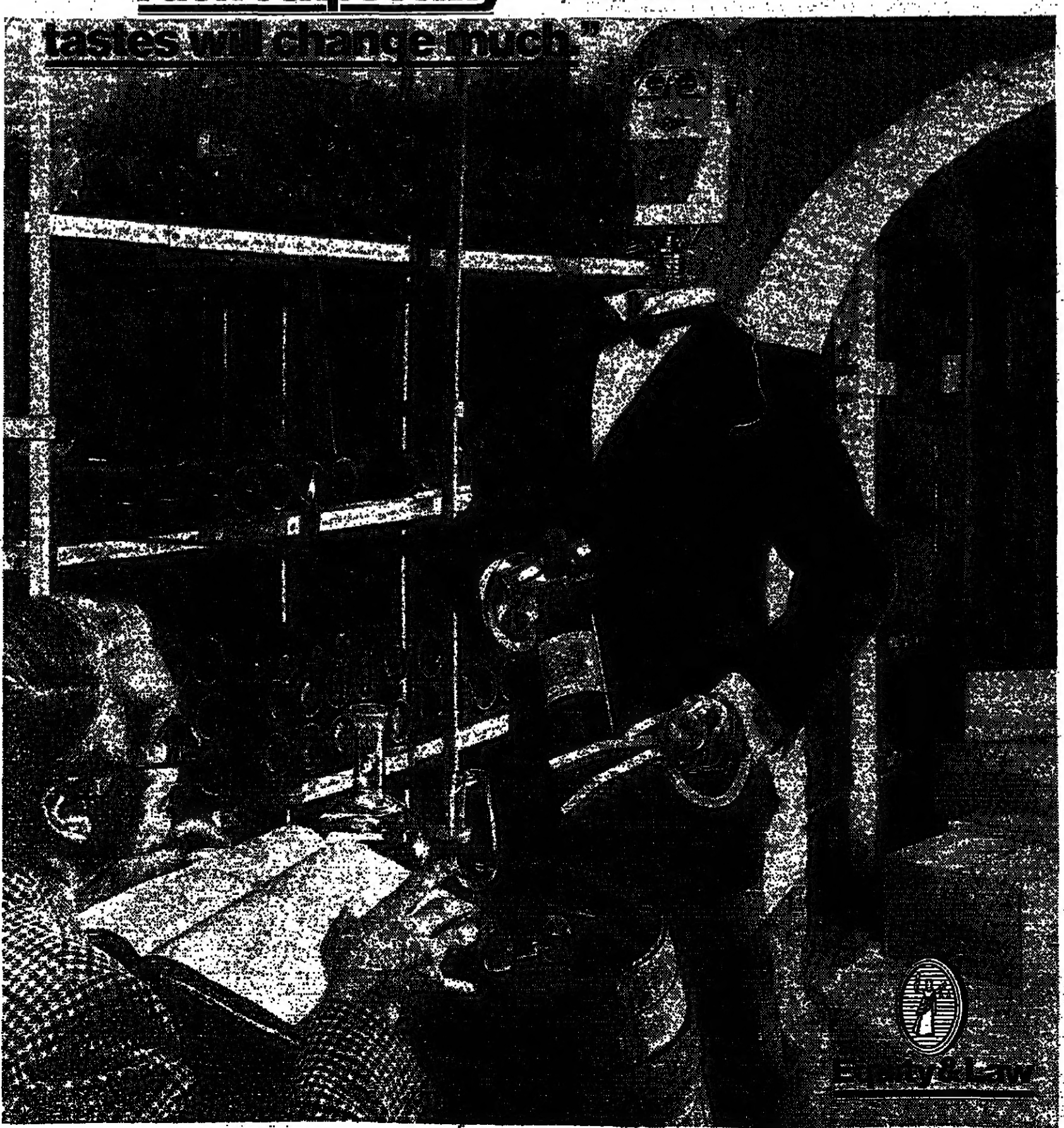
He said that he denied their

allegations of robbery and assaulting the couple but they said he was "covering for someone". He added: "In the end they said that I did it."

Mr Bradford said that he was arrested when police burst into his home. "One pointed a gun in my face and they handcuffed me," he said.

Mr Bradford, his brother Charles, aged 24, of Glengall Road, Peckham, and Edward Mitchell, aged 28, of Primrose House, Peckham Hill Street, Peckham, all plead not guilty to grievous bodily harm to the couple. The brothers also deny a robbery, which Mitchell admits.

The trial continues today.



Nacods deal the basis for settling with NUM

COAL DISPUTE

It was the view of the Government and the National Coal Board that the agreement made with Nacods, the pit deputies union, was fair and reasonable and was one on which settlement would be reached with the NUM. It was reached at all, Mr Peter Walker, Secretary of State for Energy, declared in the Commons.

Questioned for half an hour about the mining dispute and the much-publicised NUM link with Libya, Mr Walker said there was no doubt that the recent deal done with Nacods should be the basis of agreement with the NUM. The Nacods deal was described by Dr David Owen, leader of the SDP as a perfectly honest and reasonable settlement, but there were loud Conservative cheers when Dr Owen said the terms should not be changed at all. There could perhaps be clarification but no more negotiation.

Mr Walker began exchanges on the miners dispute by recapping on the agreement negotiated between the National Coal Board and Nacods. He then went on to say that more than 70,000 employed by the coal board remain at work. I fear that the main damage being inflicted by this dispute is to miners' families and to mining communities.

Talks will continue this week at Aylesbury between the NCB and the NUM. The Government believes it would be in the interests of the coal industry if those negotiating for that proportion of the NUM members who have pursued industrial action would recognise, as Nacods have, the good and reasonable proposals that are available.

Mr Alexander Eadie, Opposition spokesman on coal, said this House of Commons is owed a full explanation as to what has happened at NCB headquarters.

Mr Eadie said that Mr Michael Eason, director of the North Yorkshire colliery, was appointed a personal adviser to Mr MacGregor. There has been talk of resignations and even of a strike that can be traced back to the presence of Mr MacGregor at NCB headquarters.

The Secretary of State likes to talk about the policy on non-intervention but it is not the fact of the situation and intervention publicly? It is time Mr Walker told Mr MacGregor whatever he thinks happened over the weekend that the strategy of starving striking miners into submission will not succeed.

Only a principled settlement, a negotiated settlement, can succeed in ending this costly and damaging dispute.

Mr Walker, in view of rumours circulating in the House just before question time, I contacted the NCB and I can confirm that Mr Eason remains in his post. Of course, he is right to cancel press engagements today while they examine the situation following disclosures over the weekend. I am sorry to disappoint Mr Eason once again.

As for Mr Eadie's request for Government intervention - do the Opposition really consider the patient and detailed talks conducted in Aylesbury unreasonable or a reasonable settlement? If a reasonable settlement, I hope they will support it.

Mr Robert Ashley (Christchurch, C):

Mr Eadie mentioned nothing about the extraordinary Libya fiasco. This shows Mr Arthur Scargill to be a more even man than even his most strident critics had imagined.

Does not the Nacods settlement offer a far better opportunity for settlement to the miners, who are the people we should be interested in, rather than anything that can come from Libya?

Does Mr Walker imagine that this is the first time that the Bishop of Durham and Colonel Gaddafi have been on the same side? (Laughter.)

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Lib: Will he clarify that statement because it is my understanding that the NUM have never said every pit should remain open? Can he tell the House exactly what is going on? Does he know, or is he like the rest of the NCB, who seem to know very little of what is going on, even in negotiations?

Mr Walker: Time and time again, before and after every talk that has taken place, Mr Scargill has made clear to miners he will not tolerate the closure of any pit on economic grounds. That is a totally unreasonable demand that no Labour government has ever conceded and no previous leader of the NUM has ever demanded.

That is why many of us believe that the only reason he has demanded it is to keep the dispute going.

Mr Peter Hardy (Westmorland, Lab): Will he not accept the realities that the present, oppressive, social security regulations are severely designed to incite patriotic fervour in the coalfields of this country?

Will he comment on the position of Mr Eason? Is the coal board going to resume the somewhat inaccurate and always infuriating style of disinformation which so infuriated the miners in the Libby case?

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in a further few more flooding off (Conservative laughter).

Mr Michael Morris (Northampton South, C): There is increasing evidence that thousands of miners, particularly in Yorkshire, the North East, South Wales and Scotland still do not understand and know what the details of the Nacods offer.

If the talks fail on Wednesday, will he ensure that the NCB make sure that every miner, up and down the country, knows exactly what is on offer.

Mr Walker: Yes. Mr Stanley Orme, chief Opposition spokesman on energy (Salford East, Lab): The Leader of the Opposition has made clear our view on the Libyan situation. I fully endorse that view.

Could I turn to the issue of the dispute, which we want to see resolved. I have a copy of the Nacods agreement which is qualified on a number of vital issues, including the March 6 proposals and the closure of the five pits. Those pits have not been withdrawn, nor has the March 6 proposal.

Would he urge the NCB to negotiate on the basis of Plan for Coal and the proposals already submitted to Aylesbury, could he answer on the extraordinary case of Mr Eason because this needs to be fully explained? Can we have the truth? Did Mr Eason resign this morning? Was he replaced? What is the position?

Mr Walker: I am informed he has not resigned. You now have the situation in the coal mining industry where one union (BAMM) (the British Association of Colliery Management) has never supported industrial action; Nacods after patient negotiation has come to an agreement, backed fully by its executive and the NUM had a third of its voting with the normal Nacods agreement. (Conservative laughter.)

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Howe's warm meeting with Peres paves way for Thatcher visit

From Christopher Walker, Jerusalem

Despite continuing differences over key aspects of Middle East policy, a new warmth has been injected into the complex and often prickly relationship between Britain and Israel as a result of the visit here by Sir Geoffrey Howe, the Foreign Secretary.



Shalom and smiles: Sir Shimon Peres, the Israeli Prime Minister, welcoming Sir Geoffrey Howe to Jerusalem

Syria carpets Jumblatt after Beirut shelling

From Robert Fisk, Beirut

Mr Walid Jumblatt, the Lebanese Druze leader, was duly summoned to Damascus last night after yet another outbreak of shelling in the mountains above Beirut, a resumption of fighting between Druze militias and Lebanese Government troops that embraced the Beirut suburbs for the first time in almost four months.

The artillery battle in which shells fell on the Shia Muslim Hay El-Selm neighbourhood, on the Christian suburb of Hazrati, and on the Sunni area of Aysia Bakaa. Only four people were reported wounded, but by dawn the Lebanese Government's so-called "security plan" looked as if it was in effect.

Since Syria now has effective influence over the Lebanese Government's foreign and domestic policies, it is up to President Assad to "mend"

each breakdown in the Beirut truce. This Mr Jumblatt, as the probable offender in the latest violation of the ceasefire, was called to account.

The fighting actually began on Sunday in a pass, uncontrolled by any Druze, mortars started firing into the Christian Phalangist-held suburb of Kfar-shima.

The Druze, who also spent some of the time pointlessly firing anti-aircraft guns at high-altitude Israeli jets, may have been anxious to put further pressure on President Gemayel's administration, which still seems unwilling to come up with the political reforms that Mr Jumblatt and the Shia Muslims have been demanding for so long.

In any event, the Syrians clearly do not believe that Mr Jumblatt's guns should have any part in Cabinet discussions.

Students riot over attack on Arab bus

From Moshe Brilliant, Tel Aviv

Bethlehem University students rioted yesterday in the streets around the campus. They were protesting over Sunday's rocket attack on an Arab bus in Jerusalem. Using sling shots, demonstrators stoned vehicles with Israeli licence plates as well as Israeli forces.

Troops firing tear gas canisters and shooting into the air drove the demonstrators back to the campus. Arab sources said one man was shot in the leg.

The soldiers kept the campus under siege and the rioters continued their stoning from the university grounds and raised the Palestinian flag. After negotiations lasting all day between the military and university authorities the troops withdrew, allowing the students to disperse.

Police investigators and Israeli experts said the perpetrators of the ambush of the Arab bus, who call themselves "The Avengers", were apparently a new extremist group unconnected with the alleged underground whose members are now on trial for murdering students in Hebron, crippling Arab mayors and other terrorist acts.

The new group was less sophisticated and less professional, they said. The attackers reportedly left several clues, including fingerprints on the rocket launcher and a handwritten note.

Members of Rabbi Meir Kahane's "Kach" movement were questioned yesterday but no suspects were arrested. Arab and Jewish critics concurred that the gunmen may have been inspired by the Jewish underground.

Mubarak plays the waiting game

From Diana Geddes, Paris

New Middle East peace initiatives could take place after the American elections, President Hosni Mubarak indicated after two hours of talks with President Mitterrand at the Elysee Palace yesterday. He flies on to Germany today for a three-day official visit.

The Arab nations were already holding consultations on the situation in the Middle East and would continue to do so up to the American elections, he said. "Afterwards, we will all begin to act, and the European nations will be able to play an important role."

He felt it was a little too early to start talking of a re-examination of the 1982 Franco-Egyptian UN resolution calling for a negotiated settlement in the Middle East based on the dual recognition of the right of all the nations in the area, including Israel to secure boundaries, and

the right of the Palestinian people to self-determination. "Let us await the American elections and the reorganization of the Arab house," he said.

The Elysee made no comment at the end of the talks which were dominated by the Middle East. It is the third time that the two presidents, who always keep in close contact, have seen one another since the beginning of the year.

Asked about M Mitterrand's forthcoming official visit to Syria at the end of November, Mr Mubarak said that he had not given a message to Mitterrand to deliver to President Assad, but charged the press to tell him "that I hope that relations between Arab countries will return to normal so that we can begin to work for the welfare of the region instead of fighting one another through the media or with arms."

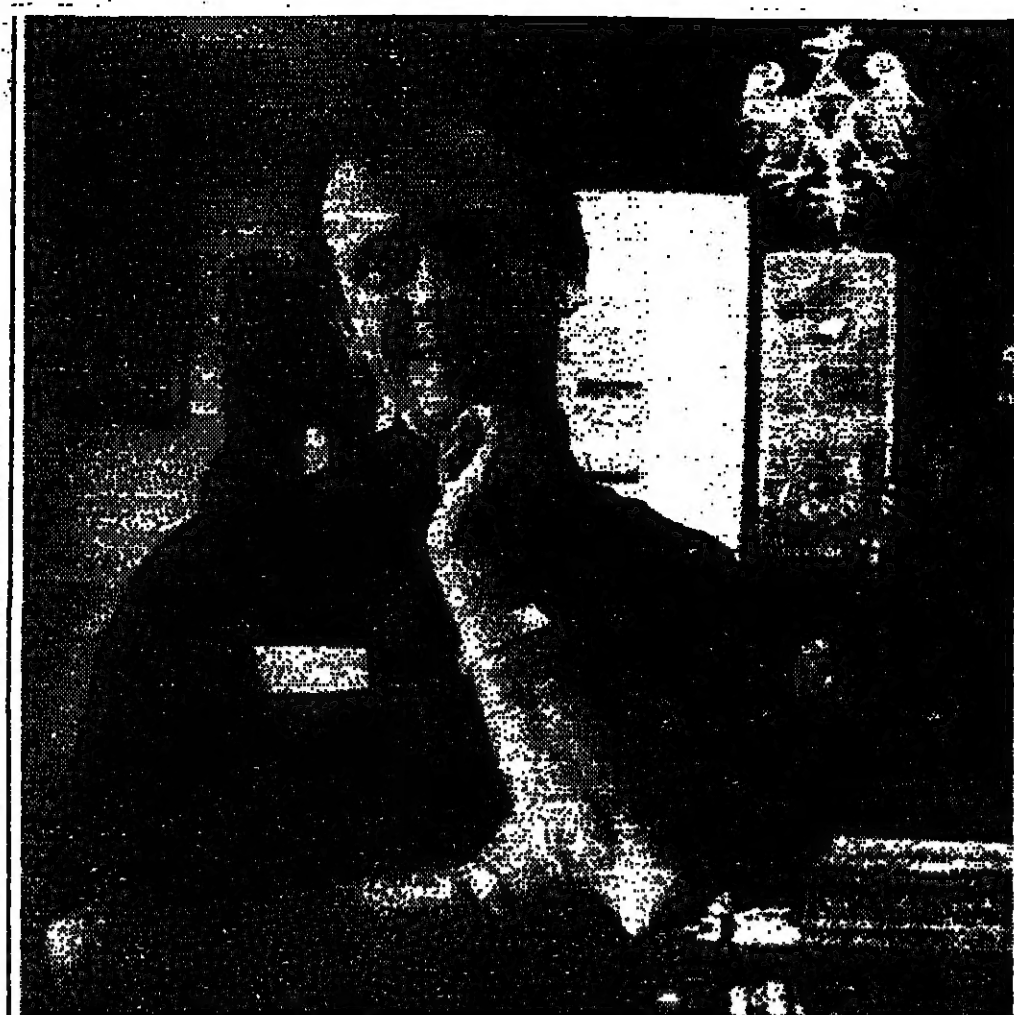


Royal interest: Princess Anne studying a stuffed Tibetan yak at the Kashmir office in Delhi.

cream all of which produce quicker results than the traditional methods. But because some of these traditional items - bear's bile, for example, or deer musk - have become rare and expensive, these too are being provided. Modern techniques of immunization and instruction in the complementary skills of nutrition and family planning are also being taught to the villagers.

The Princess was greeted at the building where the details of the SCF operation were laid out by the Queen of Ladakh, Rani Parvati Devi, and her hereditary Prime Minister.

The monarchy in fact ceased to exist in 1861, when the British took over the Maharajah of Kashmir's first seized the snowy kingdom. But the 43-year-old



In happier times: Father Jerzy Popieluszko photographed last month in the living quarters next to his Warsaw church. He was kidnapped on October 19, and hopes were fading yesterday that he might be found alive.

The electoral system: Part 2

How Reagan could end up in a legislative straitjacket

In the second of three articles on the electoral system of the United States, Nicholas Ashford, chief Washington Correspondent, reports on Congress and the state governments.

Although the presidential race attracts most public attention, there will also be 33 Senate races, 435 House contests and 13 gubernatorial elections taking place on November 6, as well as a host of other contests for state and local offices.

In a presidential election year, the congressional contests are often regarded as a sideshow to the main event. This year, however, the outcome of the Senate and House races will be almost as important as the result of the presidential contest.

Even if President Reagan is reelected by a substantial majority, he could find himself caught in a legislative straitjacket unless the Republicans manage to keep control of the Senate and succeed in reducing the size of the Democratic present 266-167 majority in the House (there are two vacancies).

As Mr Edward Rollins, Mr Reagan's campaign manager, put it recently: "If we don't gain Republican seats in Congress, the Reagan revolution is over."

The key battleground will be in the Senate. There are 100 US senators, two from each state, and they serve six-year terms. Every two years elections are held for a third of the Senate seats on a rotational basis.

Of the 33 Senate seats being contested this year, 19 are held by Republicans and 14 by Democrats. Although Republican leaders are confident of retaining control of the Senate, it is considered unlikely that the party will be able to maintain its present 55-45 majority.

Several Republican incumbents, among them Senator Charles Percy of Illinois, Senator Jesse Helms of North Carolina and Senator Roger

Jepson of Iowa, look vulnerable. The party also seems certain to lose the Tennessee seat held by Senator Howard Baker, the Senate majority leader, who is retiring.

The only Democratic seat which, on present predictions, may fall to the Republicans is the one being vacated by Senator Paul Tsongas in Massachusetts.

Should the Republicans lose two or three Senate seats (no party has lost more than three seats in a year when the country was reelecting its President), they would be faced with a critical situation in 1986 when no fewer than 22 of the 34 seats being contested will be theirs.

As no party in power has lost fewer than four Senate seats during the middle of a second

presidential term, a reelected President Reagan could find himself confronting Democratic majorities in both Houses of Congress in two years time.

Elections for all 435 seats in the House of Representatives take place every two years. The Republicans' aim is to make up the 26-seat loss they suffered during the 1982 congressional elections. If they can do this they would, with the help of some 35 conservative Democrats, manage to have the same degree of control over the legislature which they enjoyed during the first two years of Mr Reagan's presidency.

However, as the gap between the presidential candidates has begun to narrow, Republican strategists have scaled back their forecast to a 10-15 seat gain. The Democrats' hope is to maintain their existing majority, perhaps even add a seat or two.

There are very few close races for House seats this year, no more than 25. The Republicans hope to pick up new seats in the South and Middle West, the Democrats hope to make some gains in the North-East.

Of the 13 state governorships being contested, seven are held by Republicans and the other six by Democrats. The Democrats hope to pick up one or two more state houses to bolster their present 35-15 gubernatorial lead. Most governors serve four-year terms. But in four states it is still only for two years.

tomorrow: The costs

The city that backs Mondale

On any day during the last week in San Francisco this week it would have been easy to believe that Ronald Reagan's days in the White House were numbered. The newspaper surveys after the two presidential debates on television showed Mr Mondale a clear winner of both a public perception of the President as dangerously incompetent and detached.

In this city of less than a million, mostly liberal souls, this may be wishful thinking. The bad news for the Democrats is that among the other 23 million citizens of this most populous state in the union, Mr Mondale is behind by at least 10 points.

However, the good news may be that even that lead makes the race for California's 47 electoral votes potentially closer than ever the most dedicated Democrat might have believed just a month ago.

California is traditionally Reagan country. He has never lost an election in his home state. Nevertheless, the Democrats have pumped \$1m (£220,000) and considerable chunks of Mr Mondale and Congresswoman Ferraro's precious and fast-running-out time into the state to challenge the conventional wisdom. No one doubts that theirs is an uphill task.

The President, dropping in at

From Iver Davis, San Francisco

the Rockwell International Assembly Plant in Palmdale the other day where the second B1B bomber is being built, bringing 3,000 jobs with it, hardly had to remind his aerospace audience that the Carter-Mondale Administration had cancelled the plane and that he had reinstated it.

Pointing out Mr Mondale's mainly anti-defence industry record in the senate the President declared to resounding cheers: "I don't know whether he would outlaw slingshots, but he certainly would jeopardize our national security."

As well as the aerospace workers, Mr Reagan is believed to have in his camp the high tech silicon chip industries and their employees. Then there are the young. Recent California surveys show the septuagenarian Reagan winning the under-thirties vote by 57 to 43 per cent.

But Mr Mondale and Ms Ferraro too have their California constituencies. The environment, always a strong issue in the state, is a string being played on continuously by the two Democrats, who accuse Mr Reagan of giving oil companies full reign to despoil California's coastline. The anti-nuclear movement, who fear what they perceive as Mr Reagan's quick-on-the-draw approach to war and peace, are in the Demo-

cratic camp, as are blacks, who in the US as a whole favour Mr Mondale 90 per cent to 7, and the majority of the traditionally Democratic-voting Hispanics.

The Democrats plan to make good use of the services of Senator Edward Kennedy in lending his almost sanctified name in Spanish-speaking circles in the state.

Questions of abortion and the separation of Church and state, which worry Catholics and fundamentalists in the East and South and favour the Republicans, hold less sway in California where a monolithic church organization is lacking and where people are traditionally more liberal on moral issues.

At least one seasoned California politician, Governor Edmund Brown, beaten by Ronald Reagan for Governor in the sixties, believes his old nemesis may be more vulnerable here than anyone believes.

"People are beginning to see through him, to realize he's not competent. That's my opinion on why he's less popular in California than he was."

One man, at least, obviously disagrees with that assessment. Ronald Reagan plans to finish his campaign in California on election eve. He will stay the night in his Santa Barbara ranch and set up his "victory headquarters" to await results at the Century Plaza Hotel in Los Angeles.

126 missing after ferry sinks in the Philippines

Manila (Reuters) - Coastguards reported that 126 people were missing after a Philippines ferry boat sank near Marinduque island.

Two navy ships rescued 98 people and recovered the bodies of two dead children, while fishermen rescued 16 people off the southern coast of Luzon Island.

The Venus, carrying 200 passengers and a crew of 42, went down in the Sibuyan Sea, about 130 miles south of Manila. The Philippines was hit by high winds and heavy rain caused by a tropical storm.

Jakarta shaken by ammo blast

Jakarta (Reuters) - A Marine ammunition dump exploded at Cilandak, south Jakarta, yesterday, lighting up the sky with shells and rocking the area for miles around. Scores of residents were evacuated as ammunition whistled overhead.

Military officials said they had no idea what had caused the blast and were unable to say if anyone had been injured.

Hashish haul

Marseilles (AFP) - French customs seized a record 10 tons of hashish, worth some £18.3m, here last night, but the ship and its crew who smuggled in the drug escaped. The hashish was found in a container transferred to the quayside on Friday.

Village bombed

Islamabad (Reuters) - Pakistan said two Afghan jets bombed the Pakistani border village of Arandu yesterday, killing four people and wounding five. The Afghan charge d'affaires in Islamabad was summoned to the Foreign Ministry to receive a protest.

Peace man shot

Guatemala City (Reuters) - A US Peace Corps volunteer was found shot dead yesterday, the latest victim in a series of murders in Guatemala's capital. On Friday a right-wing politician, his two bodyguards and two professors were killed.

Libyan 'plot'

Khartoum (AFP) - Sudan announced the arrest of a southern Christian leader and a number of other men, including military personnel, on charges of plotting with Libya against President Nimeiry's regime. The National Security Council said it had uncovered a "criminal ethnic plot."

Tamil choice

Colombo - Mr Justice S Sharvananda became Sri Lanka's first Tamil Chief Justice yesterday, when he took the oath before President Jayewardene, in succession to Mr Neville Samarakoon, who retired last Monday.

Chaliapin home

Moscow (AP) - Sixty-two years after he left Russia in the aftermath of the Bolshevik revolution, the remains of Fyodor Chaliapin, the greatest bass in Russian opera history who died in 1938, were reburied with pomp yesterday in the Novodevichy cemetery among heroes of Soviet life and culture. His remains had been brought from Paris at his children's request.

Referee killed

Montpellier (AFP) - A football referee was shot dead during a local league match here by one of three men who interrupted the game by invading the pitch and haranguing the players.

Planes rethink

British Aerospace has won a two-week reprieve in its battle for a £20m aircraft order. European Commission officials are to look again at their decision to provide cash for Learland Islands Air Transport if it buys French planes, which the Commission ruled were more economical. The airline prefers the BA Super 748.

Malta warning

Valletta (Reuters) - The Maltese Education Minister, Mr Carvels Mifaud Bonnici, said 64 Roman Catholic schools must reopen before there can be any chance of a settlement in the education dispute. The schools, which lost their licences after refusing to provide free education, have been closed since October 1 on Archbishop Merciera's order.

Fatal hobby

Strasbourg (AFP) - An ammunition collector blew himself up in a basement workshop he rented at the City Hospices, which had to evacuate 30 patients. Officials did not know he had stored there his one-ton collection of shells, grenades, mines, cartridges and mortar bombs.

Correction

Mr Paul Simon, Democratic candidate for Illinois for the US Senate, is 55, not 35 as stated in a report from Chicago on October 27.

Kasparov gets off to wary start

Moscow (Reuters) - The nineteenth game of the world chess championship began yesterday with the titleholder, Anatoly Karpov, having the edge of the white pieces against the challenger, Gary Kasparov.

The recent trend of turning the opponent's weapons against him continued with Kasparov choosing a classical queen's gambit declined as black, one of the champion's standard defences.

In the early stages Kasparov moved very slowly, taking care not to be caught out by a prepared attack from the Karpov team.

Sweets firm hit by poison scare

Tokyo (Reuters) - Morinaga, the confectionery company plagued by Japan's poisoned candy gang, said it would cut production next month by 90 per cent and sales were expected to drop by 70 per cent next month from last November's level.

Supermarkets and shops stopped selling the firm's products after the extortion gang put 20 cyanide-laced packets of Morinaga sweets on shop shelves.

Finnish purge

Helsinki (Reuters) - Finland's Communist Party appeared heading for a formal split after its Eurocommunist leadership told Stalinist hardliners they would be expelled if they went on defying the pursuit of policies independent of Moscow. The party has its worst showing since the war in local elections this month.

Doctoring - past and present

From Michael Hamlyn, Delhi

Tsewang Samakpa, aged 29, in an Amchi, an hereditary medical man in the mountain fastnesses of Ladakh in the far north of India. Yesterday he came to sweltering Delhi (sweltering compared that is to his native hillside - for Delhi it was a moderate 90.3F to explain something of his craft to Princess Anne, president of the Save the Children Fund).

The Princess is visiting Fund projects in India and that in the Ladakh district of Leh is one of the largest in the country. She was unable to visit Ladakh - at 11,500ft it is practically out of the range of her Andover - so Ladakh came to visit her in the Jammu and Kashmir house in the capital.

Dressed in the ghomcha, a traditional high collared cassock, tied with a kuras, a startling pink sash, Amchi Tsewang Samakpa displayed the branding irons, the golden acupuncture needles, and the rare and expensive herbs that are part of his craft, handed down from father to son since time immemorial.

The Princess heard that the Save the Children Fund is adding to the Amchi's armoury of remedies by providing all the village medicine men with paracetamol for headaches, eye and ear drops, and antiseptic

Western Europe wants to be heard in the future dialogue on security between Washington and Moscow, Herr Hans-Dietrich Genscher, the West German Foreign Minister, said here yesterday.

Addressing the parliamentary assembly of the seven-nation Western European Union, he said: "Europe's specific security situation calls for a specifically European contribution to the dialogue between East and West." Europe was prepared to

WEU seeks bigger say in superpower dialogue

From John Earle, Rome

shoulder its responsibility in Nato, "but we also want to be heard. Europe's voice will be daily heard in the transatlantic dialogue if the seven adopt a common stance."

Herr Genscher, president of the ministerial council of WEU (West Germany, Britain, France, Italy, The Netherlands, Belgium and Luxembourg), told the 89-member assembly of the decision last week by WEU foreign and defence ministers to revive the organization,

Mitterrand briefs Kohl on London trip

From Michael Binyon, Bonn

Chancellor Helmut Kohl and President Francois Mitterrand began two days of talks yesterday at Bad Kreuznach, close to the French border, which are expected to explore ways of giving a new impulse to European integration now that the Community's financial crisis is within sight of solution.

President Mitterrand was expected to brief the Chancellor on his recent talks in Britain, and the two men are agreed that their proposals for integration are not aimed at excluding anyone. Britain has recently expressed anxiety not to be left

out of any new moves in Europe. But commentators here are still not convinced that Britain is ready to play a full European role, and say that Britain has to accept the Franco-German alliance as the basis for European progress.

The talks, part of the regular and close consultations between Paris and Bonn, are being held at the town where Adenauer and De Gaulle met in 1958. Foreign, defence, finance and economy ministers are also taking part, and European defence, in the light of the recent Western European

Union meeting, is also a main topic. East-West relations and disarmament are also to be raised.

The French will be pressing Herr Kohl to commit his Government to cooperation with France in the Ariane satellite launcher project as the basis of a European space programme. The Germans have not yet made a final decision, but are also interested in taking part in the American space shuttle, which it is thought will yield important access to high technology.

French troops quit last Chad outpost

Ndjamena (AFP) - French forces withdrew yesterday from Aui, their last base in Chad outside Ndjamena, a French spokesman said.

Units based at Aui included a squadron of heavy armoured cars, a parachute engineer detachment and a light aircraft flight.

The spokesman said he had no information on the arrival here of Libyan observers to monitor the withdrawal of French troops, announced in Paris.

Opposition camp divided over taking part in Nicaraguan elections

With only a few days to go before Nicaragua holds its first post-revolutionary general election, there is still deep confusion over whether the country's two main opposition parties intend to take part.

The Independent Liberal Party (PLI) decided to withdraw from Sunday's poll unless the ruling Sandinista Front began a broad-based dialogue embracing all dissident seekers of society. The Government promptly responded by inviting 29 political, business, religious and labour organizations to start talks about the nation's post-electoral future tomorrow.

The PLI presidential candidate, Señor Virgilio Godoy, said it was now too late to rescind the decision to withdraw taken by the party's national assembly 10 days ago, but his vice-presidential running-mate, Señor Constantino Pereira, disagreed, arguing that the vote could yet be overturned.

Meanwhile, the other main opposition party, the Democratic Conservatives, failed to decide on Sunday night whether it would also pull out. A crowd of young party activists invaded the meeting room and prevented a vote from being taken when it became clear that a majority of older delegates was likely to opt for withdrawal. Punctures were thrown and the meeting broke up in disorder.

Since the three right-wing coalition parties of the so-called

From Alan Tomlinson, Managua

Democratic Coordinating Committee (CDM) chose to boycott the election from the outset, ostensibly because they feel that fair conditions have not been created by the left-wing Government, only four parties are still certain to run against the Sandinistas. They are the centre-left Popular Social Christians (PPSC) and three radical left-wing parties: the Socialists, the Communists and the Marxist-Leninist-Popular Action movement.

While most delegates of the two main opposition parties appear reluctant to legitimize an election they admittedly expect to lose, some elements of both parties clearly believe that withdrawal could mean political suicide.

Failure to take part in the elections, which will also choose a 30-seat National Assembly, automatically involves loss of legal recognition as a political party under the electoral law.

The political coordinator of the Sandinista Front, Comandante Bayardo Arce, assured a recent press conference that the coalition was nevertheless invited to join the national dialogue if it chose. However, his subsequent withdrawal of the conditional withdrawal of the PLI suggested that the Government might in fact think twice about dealing with parties which throw away their right to exist.

The Government is deeply resentful of the abstentionists, whom it accuses of bowing to US pressure to sabotage the credibility of the election.

The Government coordinator, Comandante Daniel Ortega, the Sandinista candidate for the presidency, has accused the US embassy in Managua of bribing parties to withdraw with \$300,000 (£246,000) apiece.

His running-mate, Comandante Sergio Ramírez, said the Government was genuinely interested in holding a national dialogue with all forces in society. "But it must not be forgotten that we are going to have a National Assembly, too, and this is a place where a great national dialogue will take place," he said, clearly implying that talks with parties which choose to remain outside this forum may be marginal to the central task of forging a constitution.

Señor Godoy said that although his party must have expected to win 30 or more seats in the assembly, he no longer saw the ballot box as a means of ending the three-year-old war against the Contras.

He noted that the Government had become "more receptive, more conciliatory" towards the other parties during recent talks which had given him faith in a national dialogue as a more effective means

Spanish open fire on their own fishermen

From Richard Wigg, Madrid

Spain will apply sanctions more strictly in future against its fishermen who break the law, a senior Madrid official promised yesterday. He was speaking in defence of the action of a Spanish naval patrol vessel which fired at a Spanish trawler caught fishing illegally on Sunday in Spanish coastal waters.

It was the first time anyone here can remember that the Spanish Navy has taken action against the country's own fishermen. Spanish fishing boats, however, have been involved recently in several shooting incidents with the navy of EEC countries.

"The Government must have international credibility so that other countries know we are going to keep the agreement we sign," said Señor Miguel Oliver, Secretary-General for Fishing at the Ministry of Agriculture and Fisheries.

A Basque inshore fishermen's

association publicly welcomed the Navy's action against a trawler caught poaching in waters reserved for smaller inshore fishermen.

The Defence Ministry, opening an inquiry into the incident which involved the *Hermosa Primavera* trawler from the Santander fleet, explained that it had responded to appeals from inshore fishermen incensed by regular weekend poaching by trawlers.

No one on board the trawler was injured in the shooting which occurred, the Navy said, after the boat had repeatedly ignored signals to stop. The skipper of the trawler, which was subsequently escorted into Bermeo on the Basque coast, denied that he and his crew had been given any prior warning.

Spain has more than 17,000 fishing boats, although only 11,000 are in active use. Seventy-five per cent of the boats are of less than 20 tonnes

Pro-animal lobby rages at transplant

From Trevor Fishlock, New York

Doctors who transplanted a baboon's heart into a two-week-old girl plan four more similar operations. The girl, known only as Baby Fae, was in a critical condition yesterday in a Californian hospital but said to be "doing remarkably well".

Outside the hospital in Los Angeles, 60 miles east of Los Angeles, a small group of animal rights demonstrators protested at the killing of the baboon.

Dr Leonard Bailey, who led the transplant team in the five-hour operation, said he sympathized with the demonstrators, but added: "I deal with dying babies every day. I love animals but I love babies too."

The operation has started a debate over the ethics of using animal organs in transplants. Dr Bailey said: "If you had the opportunity to see this baby and her mother it would help convince you of the propriety of what we are trying to do. The baby looks better than it ever has."

Baby Fae was born with much of the left side of her heart missing.

Dr Bailey, who has been researching animal transplants for seven years, said there was a high risk that the baboon's heart in Baby Fae would be rejected, but the transplant was her only hope.

Doctors think Fae's chances may be improved because the infection fighting system of an infant is weaker than in an adult. It is the strength of this system that causes organ rejection. Dr Bailey's team used a new drug, Cyclosporin-A, to help fight rejection.

The transplant team used the heart of a seven-month-old female baboon. The Californian Organ Procurement Agency said the doctors made no effort to obtain a human heart. Dr Bailey and his team plan a series of five operations and will then evaluate the results.

British bridge team have mixed fortunes

Seattle - The British team had mixed fortunes in their opening match (a Bridge Correspondent writes). Sheehan and Rose, Coyte and Schenking in the open series were in top form against France, and won 46-19 which meant a Victory Points score of 21-9.

The British ladies playing Sunday were no match for the defending US champions, and were comprehensively defeated 24-6 (60-15). In the day's second match the British men found the Australians on a day when they could do little wrong and lost 20-10 (68-44). The ladies balanced their earlier result when they beat the relatively inexperienced Zimbabwe team 24-6 (71-28).

Both British teams struck form together when the ladies scored the maximum, beating Poland 25-4 (75-17) and the British men beat Barbados 22-8 (65-31).

President Marcos ordered an investigation yesterday into reports that a 20,000-strong secret army, organized along parallel command lines to the armed forces of the Philippines, is operating in the country's four services and is headed by a "supreme godfather".

Called "El Diabolo - Crime Busters", the group has "taken upon itself the task of prosecutor, judge and executioner of elusive criminals in society, including abusive military men", the *Metro Manila Times* newspaper reported in a front page story.

It quoted military officials as being concerned that the secret

army had modelled itself on the armed forces command structure with a joint staff and eight divisions, including operations, intelligence, logistics, and communications.

"El Diabolo" could duplicate, if not usurp, the functions of a regular law enforcement agency, the newspaper quoted military officials as saying.

The newspaper is owned by the wife of the presidential assistant and diplomats believe the story could have been "planted" to sow confusion and possibly temper public criticism of the military conspiracy for the August 21, 1983 murder of the opposition leader, Mr Benigno Aquino.

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The battle for Bangladesh

Three-sided scramble for a dubious prize

From Michael Hanjra, Dhaka

Politics in Bangladesh has resolved itself into a struggle for power between the widow, the orphan and the soldier-poet. The last has just announced that elections he had planned in December had been postponed indefinitely because the opposition threatened to boycott them.

The former two have announced a fortnight of agitation which will demonstrate their strength and the weight of feeling against the martial-law regime.

While the rewards of power in the third poorest country in the world (after the Ivory Coast and Bhutan, measured in terms of per capita income) cannot be immense, the problems are. With a population approaching that of Britain and France combined, in the land area of Scotland, with natural disasters occurring every year, governing is not a task with easy thanks.

None the less 78 political parties at the last count were determined, seeking some share in the power held by the army under martial law.

The soldier-poet, of course, is Lieutenant General Hussain Muhammad Ershad, the chief martial law administrator, and self-proclaimed President of the Islamic Republic. He came to power two years ago, dismissing a corrupt and ineffective elected government and installing in its place an administration which has reduced bribery (though it cannot eradicate it), cleaned the graffiti off the streets, and conducted vital reforms in local administration.

General Ershad has long promised a return to civilian elected government, and to that end has permitted the resurgence of political activity. As his own retirement date from



General Ershad: The poet with a taste for power.



Shaikha Hasina: Following in her father's footsteps.



Begum Khalida: Passionate longing for the general.

the post of chief of army staff has approached (though of course the president himself could extend his service) he has dropped hint after hint that he would be available to contest any such elections as a civilian.

A political party, the Janadol, or People's Party, has been founded and still has a vacancy at the top, which he is expected to fill.

His public meetings have often been convened by his reaching into his pocket and pulling out a crumpled piece of paper with a poem in Bengali written in his own hand upon it. He has also permitted to be published a slim volume of his own verse translated into English.

The general, a patently sincere military bureaucrat who was injured in West Pakistan during the "Liberation War", has moved a considerable distance from his original plans for a return to a controlled democracy, since he entered into negotiations with the leaders of the political parties.

He has cancelled elections to the new local government bodies - *Upazilas*, or sub-districts - which would have

separated the old Dhaka politicians from their power bases and returned local control to more local hands. He undertook to hold parliamentary elections before presidential elections - an important concession this, since it would enable the ultimate battle for power to be waged with the opposition in a strong, elected position.

But the date he set for parliamentary elections, December 1, has now been abandoned.

Shaikha Hasina Wazed, the orphan, made it clear that the democratic opposition had no intention of participating in the December elections. "We don't want to legitimize this illegal government," she insisted at her office in the house formerly occupied by her father, the founder of the Bangladesh Republic, Shaikh Mujibur Rahman.

When he was assassinated in a hail of bullets - the marks which may still be seen - her mother and her two brothers also died. She and her younger sister were in Karlsruhe at the time, and survived.

Shaikha Hasina, aged 37, is leader of her father's party, the

Awami League, and also chairman of a group of 15 opposition parties which have agreed to combine together to campaign against General Ershad's rule. Her party is probably the best organized at grass-roots level, and after a period of unpopularity, owing to the failure of her father's attempt at pro-Soviet one-party rule, is probably the main vehicle for popular discontent with the generals.

She will not, she says, participate in any elections which are not "free and fair". By that she means that the Government must not take part nor must it support any political party. Especially it must not support the Janadol.

Discussions, messages, secret signals are all reported between the Awami leaders and the Government, though Shaikha Hasina denies that any such thing is happening.

But the result is the same so far. No compromise has been found. A number of formulas have been tried out; they include the possibility of all the Janadol ministers resigning from the Government, the gradual phasing out of the military administration, and the

formation of an electoral tribunal of three judges.

The widow is Begum Khalida Zia, whose husband, General Zia ur-Rahman, seized power in an army coup and then legitimized his rule, as General Ershad is attempting to do now, by having himself elected President. Later he was to die in yet another coup.

She is a handsome woman, who does not know exactly how old she is (many Bengalis do not) but thinks she may be under 40. She leads the party her husband founded, the Bangladesh National Party, together with an alliance of seven opposition parties.

The political stance of her party and that of the military Government is sufficiently similar for people to suggest a possible link between the Army and herself, and certainly she reciprocates the warm feeling that the military leaders have for her. "The President (General Zia) built this army," she said to me. "He loved this Army. I also loved it. It is a patriotic force, a nationalist force."

But she loathes General Ershad with a determined passion. Though she would not say so, it is suggested that she blames him for her husband's assassination. She certainly blames him for the treatment of herself later, for the withdrawal of her driver and her office staff.

With political activity allowed, the opposition parties have been able to demonstrate their strength. Estimates vary, but some witnesses reckon that nearly a million people turned out in Dhaka just over two weeks ago for three separate opposition rallies.

The Janadol has not taken off in the same way, and has begun by getting a bad reputation for political violence.

The Janadol has not taken off in the same way, and has begun by getting a bad reputation for political violence.

Big unions stay aloof from Chilean strike

From Our Correspondent, Santiago

Forty-eight hours of strikes and demonstrations against the government of General Augusto Pinochet began yesterday with a national day of protest and are to continue today with a call for a nationwide general strike.

The stoppage has been organized by the National Workers' Command, which represents half a million workers in 500 unions. The most important unions, however, such as the copper, port

and transport workers, have not given it their backing.

The action is designed to put pressure on the government to adopt "an effective calendar for the return of democracy", to end repression and exile, halt military intervention in the universities and disband the feared intelligence service. On the economic front, the unions are demanding an emergency plan to combat unemployment, which affects 1.5 million

PRISONERS OF CONSCIENCE

Tunisia:

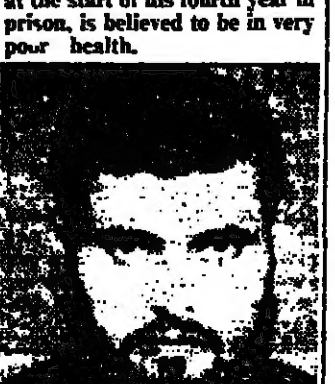
Ali ben Younes Nouir

By Caroline Moorehead

A secondary schoolteacher called Ali ben Younes Nouir is serving a 10-year sentence on charges of defaming the Tunisian head of state, participating in a banned organization and spreading false information. He is one of about 90 people arrested in July, 1981, civil servants, engineers, lawyers and students, most of whom were members of the prohibited *Mouvement de la Tendance Islamique* - a group that has gone on record as rejecting violence to achieve change.

Defence lawyers for those arrested were at first given only three days to study case papers - said to run to about 3,000 pages. The trial was then adjourned, against a background of allegations that the defendants had been tortured.

Ali ben Younes Nouir, now at the start of his fourth year in prison, is believed to be in very poor health.



Ali ben Younes Nouir: On his fourth year in prison.

British bridge team have mixed fortunes

Seattle - The British team had mixed fortunes in their opening match (a Bridge Correspondent writes). Sheehan and Rose, Coyte and Schenking in the open series were in top form against France, and won 46-19 which meant a Victory Points score of 21-9.

The British ladies playing Sunday were no match for the defending US champions, and were comprehensively defeated 24-6 (60-15). In the day's second match the British men found the Australians on a day when they could do little wrong and lost 20-10 (68-44). The ladies balanced their earlier result when they beat the relatively inexperienced Zimbabwe team 24-6 (71-28).

Both British teams struck form together when the ladies scored the maximum, beating Poland 25-4 (75-17) and the British men beat Barbados 22-8 (65-31).

Marcos orders 'secret army' inquiry

From Keith Dalton, Manila

President Marcos ordered an investigation yesterday into reports that a 20,000-strong secret army, organized along parallel command lines to the armed forces of the Philippines, is operating in the country's four services and is headed by a "supreme godfather".

Called "El Diabolo - Crime Busters", the group has "taken upon itself the task of prosecutor, judge and executioner of elusive criminals in society, including abusive military men", the *Metro Manila Times* newspaper reported in a front page story.

It quoted military officials as being concerned that the secret

army had modelled itself on the armed forces command structure with a joint staff and eight divisions, including operations, intelligence, logistics, and communications.

"El Diabolo" could duplicate, if not usurp, the functions of a regular law enforcement agency, the newspaper quoted military officials as saying.

The newspaper is owned by the wife of the presidential assistant and diplomats believe the story could have been "planted" to sow confusion and possibly temper public criticism of the military conspiracy for the August 21, 1983 murder of the opposition leader, Mr Benigno Aquino.

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Greens maintain their forward march

From Michael Binyon, Bonn

Boosted by the scandal in Bonn over payments by the Flick company to establish political parties, the Greens have made substantial gains in local elections on Sunday in Baden-Württemberg in south-west Germany, winning votes and seats from all parties and maintaining the momentum they have built up in all recent elections.

Because of a complicated voting system, final results will not be available until Friday, but in the big cities it is estimated the Greens will have tripled their vote to around 7 per cent. In the university town of Tübingen they won 20.9 per cent, forcing the Social Democrats into third place. Overall, however, the Christian Democrats maintained their control

of the town halls of a state that has long been a CDU bastion.

The repercussions of the Flick affair are seen as one reason for the low turnout - barely 60 per cent - and the heavy losses by the other three parties. The CDU, which feared the resignation last week of Herr Rainer Barzel as President of the Bundestag would cause substantial electoral damage, in fact lost only about 2.7 per cent of the vote compared with 1980 - a result that Herr Lothar Spitz, the state's CDU Prime Minister, described as very satisfactory in the circumstances.

Sharper losses were incurred by the Social Democrats whose share fell by about 4 per cent, a poor result for an opposition party that has tried hard to exploit recent government setbacks and embarrassments.

The Greens, who are rapidly becoming a real force in local as well as national politics, saw the result as a confirmation of their tough line over the political payments scandal, and further support for their environmental policies.

Meanwhile Chancellor Helmut Kohl has called for a full parliamentary debate on the Flick affair. Attempting to regain the initiative in a scandal that has caused widespread anger and damage to the coalition government, Christian Democratic Party officials said it must be made clear to voters that Bonn's politicians could not be bought nor could policies be corrupted by influence.

The debate is planned for next month before the first reading of the budget so that the opposition cannot use the financial bills to launch a

general attack on the Government. Herr Gerhard Stolteberg, the Minister for Finance, said at the weekend that certain groups and pressure organs were trying to turn the Flick affair into a national crisis, and accused the Greens of creating the impression that policies in Bonn were determined by large sums of money.

Herr Hans-Jochen Vogel, the SPD parliamentary leader, called for a strengthening of the Bundestag committee investigating the Flick payments. He wanted the committee members to be freed from other parliamentary business so that they could speed up their investigations. Herr Vogel said there was no national crisis, but there was a crisis of confidence.

Meanwhile, the Christian Democrats have accused the SPD of a slander campaign.

The offer concedes the principle of "linkage" between the Cuban issue and the implementation of the resolution which Angola, along with other black "front-line states", in the region, has so far resisted publicly. It also coincided with the onsting of the Angolan Foreign Minister, Mr Paolo Jorge, who is reputed to be a hardliner on Namibia and the Cubans.

The sincerity of South Africa's repeated claims that only the Cubans stand in the way of a Namibian settlement could now be put to the test. There has long been a suspicion that getting the Cubans out of Angola was chiefly an American wish which the South Africans were happy to use as a pretext for delaying independence for Namibia.

The proposals were outlined by the Angolans during a recent visit to Luanda, the Angolan capital, by Mr Frank Wanger, Dr Crocker's deputy.

The main new element that emerged from the interview was President Dos Santos's stated readiness to give a commitment in advance that the estimated 25,000 Cuban troops in Angola would be sent home by stages in conjunction with the phased withdrawal of South African forces in Namibia under United Nations resolution 435.

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VANISHING SKILLS

Part 2: Football

Football is in crisis at home and our players

are also struggling in international matches. David Miller suggests the cause is bad coaching and administration, not a lack of talent among our youngsters

Time to play it for kicks

A simple explanation of Brazil's 1970 World Cup victory in Mexico would be that they had not only the incomparable Pele, but five other players among the most accomplished the game has seen: Carlos Alberto at right back, Gerson and Rivelino in mid-field, Jairzinho and Tostao in attack. It is largely overlooked that by the time they defeated Italy in the final, they had been playing and training together as a squad for 19 consecutive weeks.

It is incomprehensible that Jack Dunnett, the president of the recently "Canonised" Football League - an MP and solicitor and hopefully not without intelligence - should say that if he thought better preparation for England's team under Bobby Robson's management would produce results, he would recommend the postponement of club fixtures prior to World Cup qualifying matches.

Before England's match away to Turkey in two weeks time, and before each of the dozen or so matches they will have prior to reaching, optimistically, the finals in 1986, they will have two days practice: in total under a month, or less than the time available to a league manager by the end of August at the start of a season. Is it any wonder England sometimes struggle? Before they get a better team they should probably find a wiser League president.

Most of the 24 teams who will compete in Mexico will have far longer preparation than England. This applies not merely to countries as fanatical about football as Brazil, but lesser teams from Africa and Asia. They will have spent months, maybe more than a

year, playing together in conditions comparable to a club team, playing together.

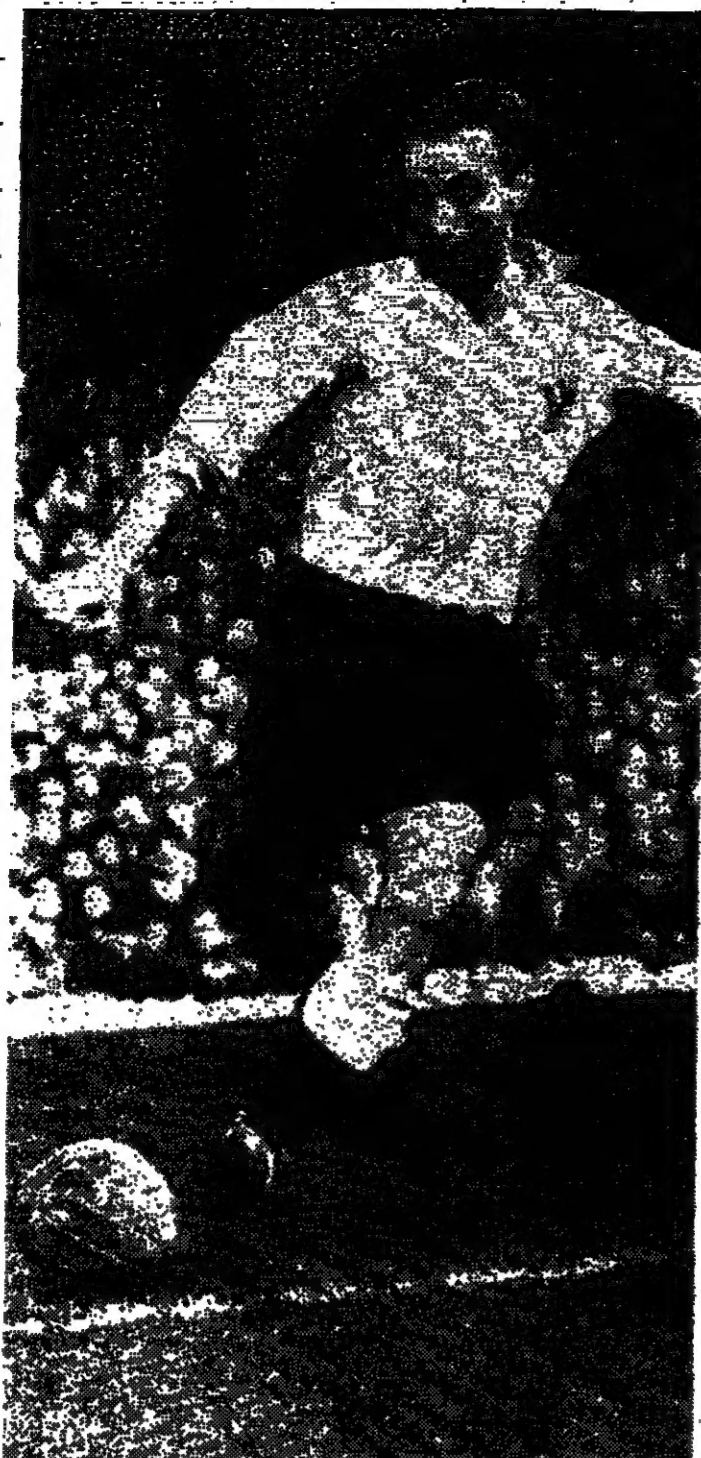
"We will have to improve by at least 25 per cent to achieve anything in the finals, for which I expect to qualify, because of the superiority of other teams preparation," says Robson. "We've got to do it in spite of the League. Even when we get together on a Sunday, players who are not actually injured may have knocks and can't practise on Monday, so all we have is Tuesday morning. It would be the same for Brian Clough, or whoever has the job."

In two years Robson has used 37 players: 16 were unavailable for the 1984 South American tour. Injuries have included Bryan Robson, Hoddle, Wilkins, Rix, Cowans and Devonshire, while from the 1982 side Brooking, Coppell and Keegan have retired.

Against Finland two weeks ago, an improving England side scored five, and it is worth recalling that two weeks before the opening of the World Cup in 1966, Alf Ramsey's team could only score three against the same moderate and, then, all-amateur country.

There are signs that Robson is building possibly the most attractive team England has had since Ron Greenwood's side of 1978-80, against the same obstacles of time and disruptive injury. What are the factors which have prevented the fatherland of soccer reaching more than one semi-final or final in nine World Cup attempts, or even qualifying for two of the last three?

The England team is inevitably largely a reflection of the Football League, however much



Sir Stanley Matthews: Wingers have to be talented

Clough and others may pontificate about the manager's selection and powers of motivation. Certainly Ramsey might have been more successful in 1972-74, and Don Revie and Greenwood in subsequent tournaments, with differing policies. What was consistent were the handicaps under which they were obliged to operate.

For the past 25 years, approximately co-inciding with the period of European cup competitions, club football in England - and abroad - has suffered increasingly from too many matches; too much television coverage diminishing public appetite; too many players moving around in pursuit of inflated wages; managers becoming ever more tactically negative, with the erosion of wingers; and increased fitness nullifying skill. The big apple has been reduced to the pips.

With attendances accelerating downwards, even the successful managers are at last acknowledging a crisis. "We must have a good international side, it is essential, the best way to generate national enthusiasm, and we should pull out all the stops," says Bob Paisley, now a scouting assistant at Liverpool after retiring as the most trophy-decorated manager in British history.

"We've got to get back the entertainment, get back to natural play," Jack Charlton, the centre half in 1966 with Ramsey who has had a year out of the game between leaving Sheffield Wednesday as manager and this season joining Newcastle, admits. "If I learned

anything in my year off it was that the public likes open football, goal mouth incident, good passing - something to remember as well as competitiveness." A few million now absent spectators could have told him years ago.

Yet the records show that even when England had entertaining players, such as Matthews, Finney and Carter, they did not get near the World Cup, and few gave them a chance before the 1966 finals. Skill must be blended with organization, as by the Hungarians of the Fifities.

Dave Sexton, who has always attempted to play attractive football as manager of Chelsea, Queens Park Rangers, Manchester United and Coventry and for seven years the England Under 21 team, is now chief coach at the FA's controversial boys' school. He is less pessimistic than others.

"We've got our share of talented players compared to most countries," he says. "Nostalgia tends to persuade us that today's players are less attractive than those of our youth. I'm hopeful. The present England side is mostly around 26, a good platform, and all the players such as Robson, Sansom, Lee, Wright, Barnes, Woodcock and Williams have come together through the under 21 ranks, where we reached two semi-finals and two finals in four campaigns."

It is argued that there are no longer so many skillful players coming through from the schools. This is because of many newly accessible alternative games, and because of the

"The winger is the most naturally talented player in a team. You can't tell him to fit into midfield any more than you can teach him to dribble, which is a gift. I don't blame Ramsey dropping Thompson."

Bob Paisley

"We played 4-4-2 when we were defeated by Wales last season, and had two shots. I accepted all the scorn, decided we had nothing to lose, and played with four strikers on the South American tour. To do that they have to be good, the wingers must be functional, they mustn't break down."

Bobby Robson

absence of working-class "street football" and those who are footballers are caught, like the huge adult playing population, in a frenzy of trophy hunting.

"Almost the biggest harm of all," says Bill Nicholson, manager of Spurs double-winning team of 1961, "is the big, plastic, imitation ball. We used to learn with a small rubber ball or tennis ball, acquiring instinctive control, morning, noon and night. We had no coaching."

A letter recently dropped on Jack Charlton's desk from a boy wanting a trial with Newcastle. "I'm an aggressive, fast, ball-winning, vision," he proudly proclaimed. "What on earth does that tell you?" asks Charlton.

"Can he play football? Has he a left or right foot? In the old days you knew a bit from whether he was a left-back or a right-half. As Bob Paisley says, boys are all full of systems, because of organization. At Sheffield it took two years work on technique with apprentices before we could start approaching the game. Boys are generally not as good as when I joined Leeds 30 years ago."

"Comprehensive schools, condensing their teams, have helped the decline. Housing



John Barnes: Wingers have to be functional

estates have no playing areas, and you can no longer play in the streets. I now have to look for a boy with quality in one aspect, rather than all-round. The problem is accentuated because of finance, you have to make earlier decision on keeping or releasing boys."

Nicholson stresses the adverse influence on coaching of finance. "It's back to front. The best coaches should be working with the juniors, but you have to put the emphasis on the first team, who generate the money. Of course coaching is essential, even for top players, just as with golfers or tennis players. The trouble with so many schoolboys is that ignorant coaches are shouting instructions from the touchlines, which the boys haven't yet the skill to follow."

It is ironic that as one of only two managers to be knighted, Ramsey should now be remembered for allegedly introducing "systems" football and abolishing wingers, when he was merely pragmatic. He knew he could gain greater effectiveness among the players then available without wingers (he used Paine, Connolly and Peter Thompson in the 1966 build-up), and was then slavishly copied by every two-bit coach.

"The winger is the most naturally talented player in a team," says Paisley. "You can't tell him to fit into midfield, any more than you can teach him to dribble, which is a gift. I don't blame Ramsey dropping Thompson, a brilliant player caught with blank spaces, and Ramsey wanted him more in the game."

"Yet we need spontaneous

act the neutrality achieved by fitness over speed. Nicholson would have the 35 yard line for offside, instead of the half-way line, to spread the game - "I agree with the American system, you have to give the centre-forward some space in which to control the ball" - and he believes the FA should fight FIFA, the international body, to be permitted an experimental ruling. FIFA, dominated by the unchallenged Joao Havelange of Brazil, have banned the US modification.

So how can Bobby Robson move within the present conditions, on two days' preparation every month? "We played 4-4-2 when we were defeated by Wales last season, and had two shots. I accepted all the scorn, decided we had nothing to lose, and played with four strikers on the South American tour. To do that they have to be good, the wingers must be functional, they mustn't break down."

Twenty years on he is in the same tactical cleft stick as Ramsey: wanting to play both Barnes and Chamberlain on the wing, but knowing he needs the likes of Ball or Coppell who will scrap their way out of a trench. Against Finland he used Barnes in a 4-3-3, then perplexingly found the team improved when additionally Chamberlain came on as substitute.

The experienced managers know the truth - coaching is only a bad thing when the coaches are bad - and they would like to get back to the old game but are thwarted by administrators who cannot see the ball for the accounts.

Sexton, who in his time has had many of the most exciting

"Tactics have determined we don't have entertaining players since we started getting behind the ball 12 or 15 years ago. When George Best was one against one, he had a two to one chance of going past a defender; one against two, and it was two to one against him; one against three, and it was about one in five; one against four, and he was knackered."

Jack Charlton

club players, remains intrigued by the game's contradiction. "You want a mixture of the dedicated and the outrageous," he says. "The unconventional players I've had such as Osgood, Hudson and Bowles have all loved football, have been great to work with. People criticized Osgood, but they never knew he had a breathing problem and no stamina. But for that he could have been a Di Stefano."

The irony for Robson is that if he could re-create the space of 30 years ago, Barnes, the exciting Hatfield and Chamberlain could acquire some of the magnetism of Finney, Tommy Taylor and Douglas. That would bring the crowds back - if we could turn off the television.

TOMORROW

Rugby: The perils of commercialism

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This Greek column really doesn't exist

moreover... Miles Kington

"Do you have any moussaka?"
"No."
"Any souvlaki?"
"What do you have?"
"Only chicken."

This conversation is taken, not from real life, but from BBC Greek language course. In any other language it might have been meant humorously but in a Greek context it seems to reflect quite honestly the uselessness of relying on the menu. A Greek menu is a list of things which, over 12 months, may be on offer in a restaurant. To find out what is on offer today you have to interrogate the waiter or, more helpfully, go and look in the kitchen. Very sensible, too.

And it seems to reflect a general optical illusion that takes place in Greece, whereby what is not there is just as important as what is there. The afternoon, to take one example, is not there. We Northerners are regularly warned that hot countries close shop at siesta time, but it wasn't until I went to Greece that I was warned it was highly impolite to phone or call on anyone between three and six, even during the winter when the absence of blistering heat makes the siesta unnecessary.

A lot of Greek history isn't there, either. Being an outpost of the Byzantine, Turkish or Venetian empires for so long seems to mean that Greece got by without our Middle Ages or Renaissance or imperialism, only starting to revive in 1830. The remains that date from that period are generally ignored by the Greek tourist business, which prefers to point us in the direction of ancient Greek

temples, which of course do not really exist any more.

Nor, to listen to the tourist business, does the mainland exist, only the islands. A Greek advertising man I met told me he has a "ond home three hours' drive from Athens, just round the corner from some of the most superb skiing country."

"But you never see any foreigners there. This suits me well, of course, but you would think the tourist industry would stop selling Greece as merely a collection of islands with three months of sunshine. You would never believe that Greece is 90 per cent mountains. To take another example - we make some very fine wines in Greece, but all you ever see on sale in London is the most ordinary kind of plonk."

This is true. I came across some delicious cheap wines in Greece, from Nemea for example, and have failed to find them in London. It is no use going to the Greek Food Centre. This, too, does not exist.

Nor does coffee exist in Greece. Well, that is not quite true. The phrase book lists more phrases for coffee than any other European language, specifying varying amounts of sugar, whether cold or hot, and so on. But this disguises the fact that there is nothing in between the incredibly strong Greek coffee and instant, nothing that we would regard as ordinary coffee made with ordinary grounds to which you can add ordinary

milk. The Greek word for ordinary coffee is "nes". Nescafe must be well pleased.

Even in the Greek alphabet you will find curious omissions. They have no letters to represent our sounds b, g and d, although they use the sounds, so these have to be written respectively mp, gk and nt. A place marked "mpar" is obviously a bar, though I was baffled by a similar place labelled "mpoun". It turned out to be a small night club and the word

thus disguised was the French word *boite*. The one that finally stumped me was the drink on a menu described as "mpeleis". Finally, I asked the waiter to show me what this was. He brought a bottle of Bailey's.

None of this is intended as a criticism of Greece or the Greeks, of which and of whom I am all in favour. I merely record what seems to me to be a curious series of optical illusions and wonder what the explanation can possibly be.

I have an uneasy feeling that the explanation does not exist either.

CONCISE CROSSWORD (No 482)

ACROSS	DOWN
1 Lung mucus (5)	1 Sudden terror (5)
2 Candle fibre (4)	2 Go brown (3)
3 Six fabric (5)	3 Worried by (5)
4 Boat race (7)	4 Jesus (4,3)
5 Tease hair (8)	5 Worker's pay (4)
6 Group (4)	6 Bridge path (7)
7 Velvet coat (7,6)	7 General issue vote (10)
8 Bucks town (4)	8 Entrance (4)
9 Blush-purple (8)	9 In general (7)
10 Not straightforward (7)	10 Memo (4)
11 Goodbye (5)	11 Entrance (4)
12 Spot (4)	12 Priest's surplice (3)
13 Mummify (6)	
14 Sudden terror (5)	
15 Go brown (3)	
16 Worried by (5)	
17 Jesus (4,3)	
18 Worker's pay (4)	
19 Bridge path (7)	
20 General issue vote (10)	
21 Entrance (4)	
22 In general (7)	
23 Memo (4)	
24 Entrance (4)	
25 Priest's surplice (3)	

SOLUTION TO No 481
ACROSS: 1 Drive 4 Legatee 5 Tulp 9 Erratic 10 Simplicity 11 Grip 13 Unapproachable 17 Tonic 18 Democritus 21 Biscuit 22 August 23 Ecstasy 24 Aitch
DOWN: 1 Detect 2 Velum 3 Napoleon 4 Inefficiency 5 Giro 6 Natural 7 Excerpt 12 Panorama 14 Nemesis 15 Stable 16 Starch 19 Right 20 Tube

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THE TIMES DIARY

Keeping a balance

As anti-apartheid demonstrators prepare to picket Barclay's head office in London on Friday in protest against its extensive interests in South Africa, I can reveal that the great anti-racist champions, the GLC, has more than £6.6 million of pension fund money invested in Barclay shares and loan stock. Indeed the council admitted yesterday it has been investing in Barclay's since 1965. The Dean of King's College, London, the Rev Richard Harris, who is chairman of the End Loans in Southern Africa campaign, said the investment was news to him, and urged the GLC to withdraw immediately. Defending the investment, the GLC now staging a London Against Racism year - said: "We must get the best return for the taxpayer; it could be that companies with South African connections are the best deals we have." Rochdale council, controlled by a Tory-Liberal-SDP coalition, has no such qualms. In an anti-apartheid gesture, it is switching its account from Barclay's to NatWest, even though it could cost taxpayers £50,000 over three years. "It is a democratic decision," said the treasurer, Alan Fenton. "so the auditor cannot take any action against it."

● The Booker Prize is not Anita Brookner's only comp. According to *Who's Who*, she was born on July 16, 1938, yet she was awarded her BA from the University of London in August 1949 - when she would have been 11. Still, as an historian, Professor Brookner should know her dates.

Reserved

Downing Street snuffily told me yesterday that the malt whisky Mrs Thatcher took the Tebbits in hospital at the weekend was "personal to her and nowhere for sale. I trust the secretary isn't because the fussy box labelled "Prime Minister's Reserve" concealed a Suntory label inside.

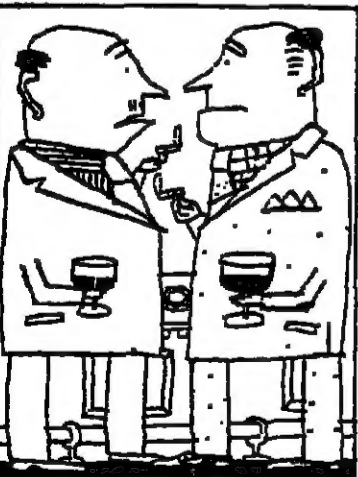
Blacking out

The right-wing Monday Club, embarrassed by a series of resignations in March over its alleged racism and extremism, could soon be dealt a further blow by a new black member, Derek Laud, secretary of its immigration committee. He plans to make a speech calling for the expulsion of extremists and insisting that membership be limited strictly to Tory party members. South West London Young Conservatives are to offer him a platform "as soon as possible" - and it is no accident that the branch chairman is Simon McIlwaine, one of those who resigned from the Monday Club in March. Laud's speech, I'm told, may well be the prelude to his own departure.

Meat their match

The Argentines are an optimistic lot. Although diplomatic links with Britain remain severed, they are offering cut-price beef to our embassies. In a letter addressed to "His Excellency Chef", a Buenos Aires firm asks the British embassy in Vienna to "take advantage of the privilege to receive every month one of the world's best meat qualities". The Argentines, I hear, have been told to hoof it.

BARRY FANTONI



"With a name like Roger Windsor, Gaddafi clearly thought he was royal"

Cheeky

After years of dealing with teenagers, magistrates in Rotherham, South Yorkshire, are now facing an older variety of defendant, mostly up on minor public order offences connected with the coal dispute. Almost out of habit, one JP told an accused to take what he was chewing out of his mouth. The middle-aged miner dutifully plucked a pair of false teeth from his gums.

● At the risk of deepening the gloom, I can report that a number of the soup kitchens set up in the coalfields to feed striking miners' families have already ordered Christmas trees.

Rolling stones

A distressed BBC mole rang yesterday to tell me of the "wicked" measures the Beeb has taken against faithful autograph hunters who daily congregate outside London's Eton House in pursuit of Radio 1 DJs. The Corporation has removed the stone paving which the groupies sat on, replacing it with concrete embedded with stones. "We took the measure," said the Beeb, "to prevent the irresponsible few from flapping record requests on the paving stones."

PHS

Gaddafi's only good unions

by Andrew Lycett

It clearly cannot have been Arthur Scargill and the NUM to whom Colonel Gaddafi referred when he addressed the Sixth Arab Conference on Workers' Culture in Tripoli in December. Traditional trade unions, he said, organize their members "for the benefit of a union leader, for the prestige of the wider trade union movement, or in order to bring pressure on governments".

In most instances, the Libyan leader said, trade unions had "betrayed their members" by devoting their efforts to improving wages and working conditions. However, high their incomes, no matter what political system they operate under, "workers will be doomed to serfdom" as long as they remain subject to the control of employers through the wage-labour system.

A complete change in the economic system was needed so that workers helped make decisions and shared in the proceeds of production.

Enter Gaddafi's Third Universal Theory, encapsulated in his Green Book. Just as he believes that the popular will should be channelled through people's committees at all levels of society rather than parliaments and parties, so does he reject management, and calls upon workers to organize committees to run their places of work.

"The people should exercise power directly", he told the same Arab conference on workers' culture, "and the workers should exercise power directly by running the factories themselves, receiving a direct share in the fruits of their labour. In short, workers should become partners, not wage earners."

In this way Gaddafi has concocted a wonderfully blurred recipe for a totalitarian state. Without parliament you cannot have the disruptive political element of parties without management, ditto unions.

In practical terms this means Libyan workers ("partners, not wage-earners") accepting cuts in take-home pay over the past two years as oil revenues have fallen and the budget has run at a deficit. Thus, although the word union is not totally forgotten, labour relations are conducted through plant workers' committees which rubber stamp government decisions (as on wage reductions).

However, even workers' committees are banned in the two most powerful sectors of society - the army and the oil industry, which still accounts for 70 per cent of GDP and nearly 99 per cent of export earnings.

Ironically, union activity, particularly among oil workers, was crucial in creating the climate for the overthrow of the Libyan monarchy in 1969. The leader of an oil workers' strike in 1967, Mahmoud Maghrabi, became Gaddafi's first prime minister, but they soon differed over the political direction of the revolution and Maghrabi now lives in London, where he is a leader of the opposition Libyan National Grouping.

Although flirting with trade unions in his early years in power, Gaddafi banned strikes and shutdowns, even among students, after a week-long dock strike in Tripoli in March 1972.

A student campaign to retain the right to organize free trade unions led to clashes with the police in 1975-76 and the execution of a number of students in April 1976. It was the anniversary of these executions which opposition movements demonstrating in St James's Square earlier this year - when WPC Yvonne Fletcher was killed - were attempting to commemorate.

While trade union activity is now non-existent, Gaddafi continues to display enthusiasm for union with other countries: Syria, Tunisia, Mauritania, Algeria, Chad and, most recently, Morocco, have all entered unions of varying duration with Libya in the past decade.

When creating the environment for these unions, Gaddafi often sends otherwise quiescent workers' leaders to meet their opposite numbers. This proved particularly fruitful when forging links with Tunisia in 1982. Two years earlier the Libyans used their influence with Tunisian trade unions to set off a wave of strikes which almost toppled President Bourguiba's government.

Prominent union activists were subsequently imprisoned in Tunisia. But the necessary pressure had been put on Bourguiba, and in January 1982 he and Gaddafi agreed to bury their differences and establish full political and economic union. When this union failed to take off, Gaddafi stepped up his campaign against the Tunisian government through that country's relatively free trade unions. A similar process can be seen in Libya's relations with Morocco.

When dealing with western countries, Gaddafi has not had such room for manoeuvre. But recently he seems to have adopted the tactics of attempting to deal with potentially sympathetic bodies in the mainstream of the European labour movement, rather than left-wing fringe groups. Thus his well-publicized ties with Vanessa Redgrave and the Workers' Revolutionary Party have been loosened, and Libyan diplomats (while they were in Britain) increased contacts with more left-wing elements in the Labour Party. Last year the then head of the People's Bureau in London lunched with Ken Livingstone. This year the group Liberation, affiliated to the party, arranged a trip to Libya for four left-wing Labour MPs.

The MPs, who came from high unemployment areas in Scotland and the North-west, made no secret of their desire to help mend Anglo-Libyan relations and so win orders for shipyards and other plant in their constituencies. Gaddafi was no doubt aware of this goal, and as a first step arranged for them to gain some credit for the release of two of the seven British prisoners held without charge in Libya.

He could now be offering the same kind of jobs and publicity for long-term friendship with the NUM. But Mr Scargill should remember that on the same trip to Libya at the end of August was an official of the National Union of Journalists, seeking redress for three Arab reporters sacked by the Libyan news agency in London for attempting to establish a trade union.

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Peter Kellner on the GLC's growing lead in the propaganda battle

Can Kenneth ever master Ken?

GLC abolition: for and against

	Full sample before programme %	before %	TV viewers after %
Do you agree or disagree with the Government's proposal to abolish the GLC?			
Agree	21	21	23
Disagree	69	71	74
Don't know	10	8	3
If the GLC were to be abolished, do you think it would lead to...			
Higher or lower rates in London?			
Higher	55	57	59
Lower	22	21	22
Don't know	23	22	19
More or less remote local government?			
More	51	53	50
Less	30	29	35
Don't know	19	18	15
More or less democratic government?			
More	52	49	20
Less	27	50	68
Don't know	21	21	12
More or less efficient local government?			
More	26	24	24
Less	56	60	62
Don't know	18	16	14
Better or worse services?			
Better	20	18	16
Worse	63	67	71
Don't know	17	15	13



Livingstone v Baker: seven-three in a unique survey

The table shows the answers to some of the main questions. The first column shows responses of the full sample of 656 people interviewed throughout LWT's area (slightly larger than Greater London) before the programme was shown. The second column shows the "before" responses of the 388 members of the sample who fulfilled the pollsters' request to watch the programme. The final column shows the responses of those same 388 people when they were contacted again after the programme.

As can be seen from the first two columns, the people who watched the programme held a similar initial range of views to the whole sample.

They tended to be slightly more pro-GLC than those who did not watch, but the difference was not great. On the main issue - is the Government right to abolish the GLC? - the main result of the programme was to reduce the "don't know" from 8 to 3 per cent, with each side of the argument gaining a little extra ground. Those opposing the Government on this issue continued to outnumber its supporters by more than three to one.

But on a number of the specific arguments, there were clear winners and losers, measured by changes in attitudes. Mr Livingstone gained ground on seven questions:

● The numbers who said they would object if there were to be more Whitehall influence over the administration of London rose by 11 points, from 65 to 76 per cent - the biggest shift in attitudes uncovered by any of the 25 questions.

● Eighty-three per cent now say the main reason for abolishing the GLC is political, rather than a wish to improve London's administration - a rise of nine points.

● The numbers thinking that GLC abolition will lead to less democratic government is up by 8 points to 68 per cent.

● Seventy-one per cent said after the programme that Mr Livingstone was doing a good job as GLC leader, compared with 66 per cent before the programme.

● The numbers approving of the GLC's support for ethnic minorities rose by 5 points to 62 per cent. There were also slight increases in approval of the GLC's support for women's rights (up from 61 to 63 per cent) and for homosexual rights (up from 41 to 45 per cent).

● Seventy-one per cent thought that abolition of the GLC would lead to worse services for Londoners - a rise of four points.

● Among those living in the GLC area, those saying they would vote Labour in a GLC election increased from 47 to 51 per cent. Support for the Conservatives fell from 24 to 22 per cent, while the Alliance's rating rose from 16 to 17 per cent. Don't know's and won't votes declined from 13 to 10 per cent.

Mr Baker, however, gained ground on three points.

● The programme produced a six-point increase in the numbers who think that abolition of the GLC will lead to "less remote local government" - up from 29 to 35 per cent.

● Before the programme 52 per cent agreed with the statement "The GLC is too political"; afterwards the number increased to 57 per cent.

● Before the programme only 9 per cent thought the Government was putting its case across well; the figure afterwards was 13 per cent.

One programme, and one poll, can provide only the most tentative pointers to the course of the debate over the coming months. But this early evidence suggests two clear conclusions: first, that a clear majority of Londoners believe that abolition of the GLC is wrong in principle and will do harm in practice; and that Livingstone is proving himself more than a match for his executioner.

The author is political editor of the New Statesman.

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Roger Scruton

Who are the real racists?

Readers of this column will be familiar with the case of Mr Honeyford, the Bradford headmaster who dared to tell the truth about multi-ethnic education in our inner cities, and who has been consequently silenced by the bigots who control public education in Bradford. Not content with this, the radical middle classes, led by a Ms Jenny Woodward, are now pressing for Mr Honeyford's dismissal. Ms Woodward has induced 200 parents - all Muslims - to ask for the withdrawal of their children from Mr Honeyford's school, saying: "We made a point of asking that the children be kept together. Of course it is unrealistic. We don't want them transferred at all. The answer is for the authority to remove Mr Honeyford" (*Times Educational Supplement*, October 12).

Ms Woodward is quite wrong. The answer is for the authority to do as it was asked, and remove the children. If the parents are genuinely disturbed by the influence of Mr Honeyford, it is their right as British citizens, and their duty as parents, to send their children elsewhere. If they are not genuinely disturbed, then they deserve to take the consequences of their irresponsible behaviour. For those who promote conflict must be prepared also to suffer it.

But how is it that such a situation could have arisen? The answer is to be found in the magic word "racism". For several years now influential "educationalists" have been encouraging us to see in every institution of our society, the marks of an ill-defined but supposedly all-pervasive evil.

With characteristic contempt for truth and evidence, the radical "educationalists" have invited us to interpret the misfortunes of black children and the comparative achievements of their white contemporaries as the result of "institutionalized" habits of racial discrimination. When figures showed that Asian children tend to do better in our schools than white children, the radicals hurriedly redefined all Asians as black, so as to maintain the statistical evidence in their favour. It could then still be said that "non-white" as a class are systematically under-achieved, a sure proof that they are victimized.

To the unprejudiced observer the performance of Asian children gives the lie to the myth of "institutionalized racism". To the race relations lobby the myth is an emotional necessity, and cannot be refuted by anything so neutral as a fact. As one of the few members of the teaching profession to tell the truth, Mr Honeyford has incurred the wrath of those who live by denying it; he

must therefore be branded as a "racist".

An important influence behind this paranoid way of thinking has been the London University Institute of Education, and in particular the director of its "Race Relations Programme", Professor Chris Mullard. Mullard is a sociologist, who has devoted his life's work to defining "racism", and to accusing others of practising it.

His message, although presented in obscure sociological jargon, is simple: "racism in our society is a 'structural' fault, and its existence is proved merely by the disparity of achievement between 'black' and 'white'. Hence, nothing that you or I can do will exonerate our 'white' society. The well-meaning attempts at racial integration, the refusal to judge pupils by anything except their achievements, the adoption of a core curriculum - even the attempt to reject the curriculum in favour of some judicious 'multicultural' alternative - all testify to the 'racist' consciousness expressed in the 'structures' of 'white' society."

How has this wicked idea of "racial guilt" come to seem respectable? Professor Mullard tries to justify it by means of the quaint lingo of Marxist sociology. "Capitalism", he argues, "requires differentiation on racial lines - and requires racism as a justification for certain forms of political practice."

In the face of such language it is very hard to gain acceptance for the truth. But let us repeat it in any case. Liberal democracy (which is what the Marxist really means "by capitalism") has represented an endeavour to make individuals equal before the law, to introduce a politics of freedom and toleration, and to render every institution open to talent. In short, to remove every institutional obstacle to individual success.

For Professor Mullard it is precisely British institutions that must be overthrown, even though they are the true barrier to the "racism" which he professes to condemn; and from which he claims as a black to have suffered. But then, one may reasonably wonder who is the true "racist": the teacher who truthfully confronts the problems of multi-ethnic education in a modern city or the comfortable professor of "education" who declaims: "All the time I spent writing *Black Britain*, I found no solace, comfort or tolerance, but a disturbing desire to break, smash and not believe. Whither? One day 'you'll have to pay'." (Chris Mullard: *Black Britain*, 1978).

The author is editor of the Salisbury Review.

Philip Norman

Grey matter yes, green dots no

New York

The most persuasive TV ads here at present are those which tell Americans that if they care about their children's education, their financial future and the destiny of mankind, never mind keeping up with the neighbours, it's time they bought a home computer.

The world of the home computer owner, as depicted by these ads, is gauged over with domestic happiness rivaling that suggested by ads for toilet paper. It is populated by wise young parents and angelic-looking children whose learning difficulties are all now at an end. Machines which in the Seventies were targets for scorn and execration have become household pets. Faces young and old shine in the reflected glow of marvels wrought by those jolly green digits as they frisk across those friendly little screens.

Several authors and journalists friends now work entirely on computer word processors, and I am told that how it has transformed their lives. One can understand why. Equipment of any kind is a time-honoured palliative both for the writer's loneliness and his chronic fear that what he does isn't "real" work. The computer offers multitudinous escapes and diversions from the recurrent nightmare of sitting and staring at a blank page.

My friends have taken me into their once lonely studios, now bustling word processor centres, and have proudly shown me the instrument of their redemption. It is a computer, and the little screen displays English prose rendered into phosphorescent green columns as malleable as an airline departure board.

I have seen that clever digit dance along to perform the amendments and erasures which I still stubbornly carry out by hand. I have seen the lightning swivel action whereby whole paragraphs can be moved forward or backward in the text. At such times, I forbear to suggest that in well thought out writing, paragraphs do not trundle about like so many spare bits of furniture.

As a tyro journalist, I followed the general example and worked straight on to a typewriter. Journalists do not speak of writing but of "bashing" things out. The typewriter induces a shallow trance in which tired thoughts and second-hand phrases flow from the memory through the fingertips, never detouring to the mind. I weighed myself from typing to handwriting, first of all, to give myself time to think.

The disadvantages of writing by hand are obvious. One feels perpetually engaged in school homework, and one develops blisters. The advantage is that I can earn my living anywhere in almost any circumstances, using the nearest stumps of pencil and old envelopes. I can write in taxis and in airport lounges. I can turn the most empty boredom to profit, and endlessly

defeat the world's conspiracy to waste my time. Now they tell me I should give up all that and voluntarily shackle myself to two thousand pounds-worth of plastic.

"But," my friends say, patiently, "consider the computer's power of information-storage. You can put all your background material, research and interviews, on to floppy discs and thereafter 'call up' anything to the screen at the touch of a button."

But I already have a good information-storage system. It is called the notebook. Its contents can be "called up" by reading the index label on its cover, then opening it. It can be aesthetically pleasing, a companion on difficult journeys, a pocket confessional for inadmissible mistakes. I keep all my old notebooks and enjoy re-reading them. There is the black police notebook I used for my Beatles biography, the black and red Chomsky notebook in which I recorded my first year in New York. There is the chic brown Italian notebook, with the sales receipt still inside. I am keeping for my new novel. Where is the friendliness or tactile pleasure in a floppy disc?

The clinking argument for the word processor in my friends' minds is its print-out mechanism. "No more typing on four copies," they say triumphantly. "You make all your corrections on the screen, then you tell the computer to print and it prints."

Typing, for me, is no drudgery: it is an emotional climax in which all those handwritten drafts, made in airports, lounges and waiting-rooms, achieve legible - will it be plausible? - form. I enjoy my wrestling bouts with the Adler portable typewriter, my fingers like miniature press-ups (I'm enjoying using it now). And if I should make a mistake, I have five totally mobile and versatile digits on each hand with which to correct it.

I suspect that my friends, for all their transformed working lives, are vulnerable to a trance, more insidious than any mere type-writer's. It is easy to tell which books or articles have been written with a computer's aid. They read in a strange, flat, glib, floppy discy way, and every paragraph seems loose, as if you could move it forward or backward.

Soon, perhaps, computers will come pre-programmed for literary composition, able independently to rattle off anything from a Jeffrey Archer-style bestseller to a profile for *Rolling Stone*. Indeed, judging by the recent output of both the foregoing, I think it may be happening already.

There is one aspect of my prejudice for which my non-literary friends can baffle me. I am not a word processor bore. When people at parties lean in and whisper and ask if I have a word processor, I always give the same answer. "Yes," I say, tapping my head. "In here."

the real
ts?



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THE LIBYAN CONNEXION

It has always been clear to anyone prepared to pay close attention to Mr Arthur Scargill's words and deeds that he will stop at nothing to win total victory over the Government. To that end he is, if necessary, prepared to see the union he has led in ruins rather than compromise. If that day comes, and his damaged and sacrificed members can endure no more, Mr Scargill will doubtless take comfort from the thought that the miners were not worthy of his leadership. Meanwhile, the miners' President-for-life, and his close associates on the NUM's executive, have been and are prepared to defend any kind of unconstitutional action, from law-breaking intimidation to defiance of the courts to gain their ends.

Since Mr Scargill has shown himself so contemptuous of democratic and constitutional values at home, it may be asked by some sophisticated why it should matter that he is now revealed as having been willing to take money from Colonel Gaddafi's Libya. Two such lines of argument are possible. One is that when the NUM desperately needs money, Mr Scargill cannot be expected to be too squeamish about its source provided there are no strings attached. The second is that what Mr Scargill has now done tells us no more about him than we already knew. If the world ranked reality higher than appearances, according to this argument, Mr Scargill's Libyan contacts are less important than his domestic contempt for the law.

Both arguments are fallacious. To the first, it has to be replied that it would be quite impossible to be sure that the NUM would never be called on by the Libyan regime (in unforeseeable future circumstances) for some kind of quid pro quo in the shape of moral support, or at least for restraint from moral condemnation. As for the second, though Mr Scargill's willingness to consort with a regime so heavily involved with international terrorism tells informed people no more than they knew already about his attitude of mind, it will be decisively informative to many other people who have not felt quite so sure.

To suggest that Mr Scargill has done no more than make an error of judgment which will

damage his cause in the propaganda war is to misunderstand the nature of his offence. If something is seen to be wrong in terms of public relations that is almost always because it is wrong — and what Mr Scargill has now done is different in kind from his other offences. If it were not so, Mr Neil Kinnock would not have instantly denounced Mr Scargill's contacts with the "vile" regime in Libya. If it were not so, Mr Norman Willis, the TUC's General Secretary, would not have demanded a categorical assurance from Mr Scargill that no financial support was sought from or received by the NUM from the "odious tyranny" in Libya.

Mr Willis received the assurance for which he asked, but clearly only because Mr Scargill, by then, had had second thoughts, having seen the weight of opinion in the labour movement against him. For he had earlier insisted that he would welcome money from anywhere, and had tried to draw a spurious distinction between the Libyan regime and Libyan "trade unions" (of which, of course, there are none in any sense understood by the term in the free world). What is more, he wholly ignored the implications of the televised meeting of the NUM's chief executive, Mr Roger Windsor, and Colonel Gaddafi.

Mr Scargill cannot see the enormity of this contact because he cannot see the enormity of his own general conduct at home. That, however, will now be very much clearer to many more people in Britain, not least significantly to many among the miners. Those who have courageously insisted on working in face of threats and violence will feel confirmed in the rightness of their position. Those who would like to work but are prevented from doing so in the areas where the power of Mr Scargill and his pickets reign may be given new heart, and some more of them, it is to be hoped, will return to work.

The difficulty is that those miners who dissent from Mr Scargill's actions have no effective way of making their case, particularly so long as he has the backing of a left-wing majority on the NUM's executive. Mr

Scargill is irremovable except by a resolution (after three months' notice) of the union's annual conference and he has scope to do much more harm still. Even so, he cannot hope to win his war against the constitution because he has now finally conjured up against himself all the forces whose sympathy he needs to succeed. He has alienated responsible trade union and Labour Party opinion, and the wider public recognizes quite clearly what he stands for. His conduct in considering help from Libya may, indeed, be only a straw but it is likely to be the straw that breaks the back of what remains of the tolerance in the labour movement for Mr Scargill's methods.

That was also plainly the initial impact that the Libyan revelations had on Mr Macgregor and the Coal Board yesterday. It is quite clear that the intention was to announce that the NCB would refuse to enter into a NUM leadership that was prepared to take money from terrorists and assassins. Then, on hearing that talks are again offered under the auspices of ACAS, the NCB chairman (or was it the Energy Secretary, Mr Peter Walker) changed his mind. The talks will take place and meanwhile, the coal board has nothing more to say. So confused a response at the NCB is less than inspiring. But the about-face on talking to the NUM seems to have reflected a sensible insistence by the Government that Mr Scargill should be given no pretext for blaming the coal board if the strike continues through his intransigence.

Even more important, however, was the assurance Mr Peter Walker seemed clearly to be conveying in the Commons yesterday that the miners' leader can expect no further concessions to add to the (already too generous) terms now on offer. Since Mr Walker also recognized the probability that the NUM will continue with their "totally unreasonable and unwarranted demand" for every pit to remain open, it is hardly likely that tomorrow's talks will be fruitful. But at least the public will be better aware, after the events of the weekend, of what is really at stake.

THE MESSAGE OF THE CAMERA

It has become unthinkable that we could celebrate any of the great national anniversaries or pageants — like the State opening of Parliament next week — without the presence of television cameras. Complaints may be voiced about, say, subordinating the natural rhythm of a wedding to the broadcasters' camera cues or the turning of Remembrance Sunday into a fashion parade. But since the Coronation was televised in 1953, cameras have on such occasions served the nation. We participate vicariously in an entertaining spectacle; and a sense of community is affirmed. This function goes to the heart of the notion of public service broadcasting and it is vital for the health of the BBC that for such broadcasts the public still tends to turn to it.

This function of cameras was alluded to in the letter from Mr Tebbitt which we published yesterday. Those scenes in Brighton were no celebration — yet perhaps they were, Mr Tebbitt's strength of mind, in his

pain and discomfort, his delicate treatment by a team of firemen: here was a drama with a happy outcome, a cause for praising victim and rescuers. The camera's pictures appealed ineluctably to our common humanity. They fomented our sense of outrage. The pictures were necessary, Mr Tebbitt himself says, as a way of bringing home the mundane horror of terrorist bombing. When the IRA says after the event that its object is "government" or "state", we have seen the individual people killed and injured in the assault, the rubble and the waste. On this occasion television did not alienate. It served to bring together a community under external attack.

The circumstances of Mr Tebbitt's rescue were special. As reported, the fire service welcomed the camera crew's bright lights in illuminating the shattered hotel. The pictures went out live, too; it would take a very sobered editor to have sacrificed their immediacy to scruples about privacy. Yet such scruples are needed. Ministers of the

Crown are public figures, even in their pyjamas. In other circumstances, with private individuals (wives, for example) television should draw a veil over suffering; a clever director would find other pictures to make the point.

Mr Tebbitt suggests a line be drawn between publicity of terrorist acts and mere accidents. Yet cameras, controlled by a scrupulous editor, have their place in recording disaster. For in even the most banal of accidents the demeanour of victims, rescuers and bystanders can hold up a not always flattering mirror of ourselves and our society. Where a line needs to be drawn is between incidents where the camera, an innocent eye, records an event and those — demonstrations, picket lines and the like — where the presence of the cameras incites, where television itself becomes an actor in the play. Editors, broadcasting organizations and their cameras run a regular risk of being manipulated by belligerents to provide free publicity for stage-managed events. They are aware of it.

Cost of justice

From Mr Julian Trahair
Sir, Your editorial of October 19 concerning the cost of justice is a stinging in its truth. For the main part you deal with the unfairness of the legal aid system to the unassisted private litigant, and then conclude by attributing fault in part to "the grossly inflated cost of litigation caused by high fees".

Since court fees are not substantial, this must refer to the fees of the legal profession. Your conclusion, in that it takes a ritual swipe at the legal profession is highly fashionable and the advantage of making a gross generalization at the end of an article is that you do not have to justify it.

In my opinion, as a solicitor with experience of civil litigation in the provinces, the work done is properly represented in the legal fees charged. I therefore take issue with your statement that only because I disagree with it, but because I believe that editors should only contain strongly expressed opinions which are the result of clear and careful reasoning. Yours faithfully, JULIAN TRAHAIR, Trellugan Manor, St Erney, Landrake, Cornwall.

Merits of fixed defence

From Mr John Keegan
Sir, The "military unfitness" of fixed defence, as deployed by Patrick O'Brien in his letter on Nato strategy in Central Europe (Sep-

tember 12) will persist if he argues that fortification must always be *à la Maginot* or that the only non-military objection to it turns on the stationing of some form of land in Germany. There are many other objections. First, political: the building of anything like a Maginot Line along the central front would so dramatise the division of the two Germanies as to ensure a West German veto even on the start of the work. Second, financial: permanent fortification of the steel and concrete type has always been expensive, sometimes unbearably so, as the attenuation of the Maginot Line at the Belgian frontier in 1936 itself demonstrated. At Maginot prices, adjusted to 1984 values, a similar line along 500 miles of the inner German border would cost £20,000m, or rather more than either the British or West German annual defence budgets.

Third, diplomatic: a central European Maginot would certainly be denounced, and perhaps genuinely regarded by the Warsaw Pact as strategically provocative. Finally, military: fortification *à la Maginot* consumes quantities of troops better employed in mobile defence, while its high visibility allows an enemy to concentrate means of breaching it at his leisure. The fall of the Bar-Lev Line sand ramparts to the Egyptians in 1973 was the result of long experimentation by their engineers in the remoteness of the Western Desert. But effective fortification need not be *à la Maginot*. Nato fears of the Warsaw Pact armies centre

essentially on their possession of a force of 19,000 tanks. The tank, though conceived 70 years ago this Christmas, remains a highly effective and adaptable weapon. But it has always suffered from a simple disability: unaided, it cannot cross a ditch more than half its length wide and a third of its length deep. Confronted by such an obstacle, it must await the arrival of a bridging vehicle or an engineering team. While it waits, it is vulnerable to direct and indirect fire, as even more so are the bridgers while at work.

Ditches of the desired section can now be created in a twinkling if the ground is prepared beforehand with buried pipeline, to be filled when required with liquid explosive, at costs approximate to the laying of domestic water mains. So few are the costs that deep belts of such pipelines might be laid athwart all the tankable country immediately west of the German border. The advantages of such preparation — perhaps to be supplemented by the laying of inert minefields — scarcely need enumeration. Because invisible, it would not dramatise the division of the two Germanies; it could scarcely be represented as provocative; it would not reveal its characteristics to anyone bent on nullifying it. Moreover it would allow large-scale economies in troops needed for mobile defence, while adding little to Nato spending.

Yours etc, JOHN KEEGAN, 80 St Peter's Street, Islington, N1, October 19.

Bringing back Ethiopia from the brink of starvation

From the President of Magdalen College, Oxford

Sir, We must of course do all that we can to help the starving people of Ethiopia, but if similar catastrophes are to be avoided in future it is important to recognize that the fundamental cause of the present crisis is not the weather but Government policies.

In 1982 I was asked by the Government of Ethiopia to head a large team of Western economists and to prepare a comprehensive study of economic policy. In our report of September of that year we emphasized the deteriorating conditions in the countryside and stated quite frankly that the major weakness in the economy had been agriculture. In the agricultural sector as a whole production increased only 1.7 per cent a year (from 1974-75 to 1979-80), that is, agricultural output per head declined on average about 0.8 per cent a year. A continuation of this trend would have dire consequences as it would result in the rapid impoverishment of the sector which contains 85 per cent of the nation's population. Clearly, this cannot be allowed to continue.

Also, it was alleged to continue. Our warning was ignored, our policy suggestions were rejected and the report itself was suppressed by the Government with the acquiescence of the sponsoring United Nations agency.

My purpose in saying this is not to obtain credit for predicting the famine, but to have before the Ethiopian people, and indeed any competent economist could have seen what was coming — but to underline the argument in your letter (October 26) that unless policies are changed similar disasters can be expected to occur again in Ethiopia and elsewhere.

Yours sincerely, KEITH GRIFFIN, President, Magdalen College, Oxford, October 26.

From Dr David Hamilton

Sir, Having been associated with Ethiopia for over 30 years, I welcome with pride and relief the magnificent public and Government response that news of the famine there has engendered. I am particularly grateful to the church leaders for their timely intervention, and to numerous people like the two members of the Anglo-Ethiopian Society, each with long service in Ethiopia and previous experience of famine relief there, who immediately offered to take unpaid leave to go to assist in the relief camps.

It is not, however, about the need either to send more aid or to overcome the difficulties of its distribution that I now write. Longer-range issues also demand our attention.

The current preoccupation of the Ethiopian Government with internal affairs such as the timing of the new political party and the staging of its recent revolutionary celebrations, its insistence on military victory on both the Eritrean and Somali fronts, and its lack of concern in the human-rights field are elements which have clearly contributed to the present horrors.

As the British Government and the British people throw themselves

into a massive campaign to send help, in concert with similar campaigns in Europe and North America, we must, I feel, insist that the Ethiopian government and the Ethiopian people take note of the shortcomings that we see in the Ethiopian Government's present role.

The long-term solution to Ethiopia's increasing incapacity to feed itself must, surely, become its principal political priority. As for other African countries similarly placed, every encouragement should therefore now be given by all outside governments who profess "friendship" to promote priorities such as road-building, agricultural development and a genuine concern for human rights in place of the military and more political and nationalistic policies presently preferred in Addis Ababa.

Yours sincerely, DAVID HAMILTON, 164 Brixton Road, SW9, October 27.

From Mr W. David

Sir, Panic aid was discredited in Cambodia, so compounded the problem in West Africa that now we hear nothing of the worsening conditions in the sub-Sahara, and in Ethiopia will doubtless do little but maintain in comfort a vicious and murderous regime.

Any dispassionate observer of aid in action will be a penny to a pound that Army mess tins will be brimming and shop shelves bulging well before the first gruel reaches a starving child.

Meanwhile the self-righteous call "for action", sit down to their dinner and, replete, have the energy to again attack the source of evil surplus — the wicked capitalist, exploitative West.

Panic, hysteria and, yes, hypocrisy are a poor recipe for rational thought, but without a clear plan, there will be no other than nature's solution: people surplus to subsistence will die in misery. So far, we have found only one — however imperfect — system of achieving a reasonable life on earth: free economic man working within a framework of just law.

The first calls for aid to be tied to a freedom platform are coming from the Reagan Administration; and you, Sir, make the same point today (leading article, October 27) — but that was safely in relation to Russia's land problems.

Yours faithfully, W. DAVID, 29 Frogmal, Hampstead, NW3, October 27.

From Dr John Black

Sir, The recent publicity given to the famine in Ethiopia has given an incomplete and inaccurate picture of the situation. The impression has been given that the famine can largely be relieved by sending aid through Ethiopia and that the areas affected by war, the provinces of Tigray and Eritrea, are inaccessible. In fact, the Tigrays offered safe conduct to food convoys from Ethiopia into the southern part of Tigray, but this offer was not taken up by the Ethiopian Government.

Maiden Castle dig

From Professor Emeritus C. F. C. Hawkes, FBA

Sir, English Heritage's reasons for its Maiden Castle dig, as disclosed by its Chief Executive (October 19) in reply to Mr Tatton-Brown, of the British Archaeological Trust (October 13), certainly show purposes which may allay some of the fears, which its press release aroused, of its intending the excavation to be simply a showpiece. The 1986 World Congress, based on Southampton, will see it on a tour that will also include Professor Cunliffe's Danebury, comparison between the two cannot fail to be instructive.

Mortimer Wheeler's excavations, 1934-37, did indeed leave more to be revealed about the earliest settlement, the sequence (apparently broken in the Bronze Age) on to the Iron Age fortress, Roman temple and Saxon burial, and the difficult eastern entrance with its (parly) "warrior" dig. But the new dig should neither belittle his methods, the most advanced of his day, nor cloak some mistakes that he made, and some misinterpretations: notably those that presumed a connexion with Caesar's conquest of Britain, disproved by his own excavations there in 1938 (published 1977).

It should follow up long-standing criticisms by setting its own fresh findings alongside his, while leaving no doubt of the debt that research upon him owes to his brilliance.

It is a commendable dig, both purposed steadily in view, his dig will be good archaeology, and also good manners. Yours faithfully, CHRISTOPHER HAWKES, 19 Walton Street, Oxford, October 21.

Protection of churches

From the Secretary of the Victorian Society

Sir, Lord Sandford (October 3) argues that the word "exemption" should not be used to describe the Church of England's position on listed buildings ought to be subject to the same system of control. The secular system is widely understood and allows adequate representation by amenity societies and the public. It does not always work perfectly, but then neither does the Anglican system (as Mr Blair makes clear in his letter of October 9).

The argument that the success of church appeals is related to the ecclesiastical exemption is a doubtful one. There is little evidence for this; neither does the argument that ecclesiastical buildings are, by virtue of their special nature and use, essentially different from other buildings, bear examination. It

Causes of caries

From the Director General of the Sugar Bureau

Sir, In his letter of October 18, Mr Watson James writes that the consumption of sugar is directly related to the incidence of dental decay.

Sugar is one of a number of carbohydrates, any of which can be fermented by bacteria and cause caries. Dental caries is a multifactorial phenomenon that requires at least three preconditions: the presence of a susceptible tooth; the presence of micro-organisms; and dietary factors.

Dental caries is primarily a disease of children. However, over the last 10 years there has been a dramatic improvement in children's teeth mainly attributable to fluoridation. In the UK, for example, there has been a 50 per cent fall in the incidence of dental caries, from 3.6 per cent in 1973 to 1.8 per cent in 1983 in the number of decayed.

Religion in schools

From the General Secretary of the National Union of Teachers

Sir, May I assure your readers concerned about the teaching of religious education (letters, October 24) that the National Union of Teachers has not called for the end of compulsory religious education in our schools. It is most unfortunate that some press reports have created this impression.

The union recognizes that the issue is a sensitive one, and that is why we are seeking the views of teachers and religious organizations alike. But we are not embarking on a consultation exercise in order to find

in Eritrea and Tigray the rural areas and small towns are under the control of Eritrean and Tigrayan administrations and have been supplied for many years by road from Sudan, in the north. The road is rough, difficult and slow, as I have seen for myself, but it is well supplied with fuel and repair stations and it works.

It is now extremely urgent that these two provinces, whose populations are suffering from famine as severely as the rest of Ethiopia, are helped. The international and voluntary agencies must make available food and transport for the northern route from Sudan. If this is not done these areas will not benefit from the aid which is now being organized.

Yours sincerely, JOHN BLACK, 54 Ruskin Park House, Champion Hill, SE5, October 26.

From Mr James Skinner

Sir, It is ironic that on the same day (October 27) that your front page headline announces the mobilization of funds and food for famine relief in Ethiopia a small paragraph inside reports the failure of negotiations for replenishing the resources of the International Fund for Agricultural Development (IFAD).

Public opinion has rightly been aroused by the horror of seeing on television families dying of starvation in Ethiopia. Our political leaders have been obliged to respond to the public outcry which has ensued.

But 40,000 children are dying every day in the Third World from hunger and disease. We have the knowledge and resources to prevent these deaths. All we need is the pressure of public opinion on our democratically elected leaders to make them support action against the causes of poverty not merely to react to isolated symptoms of poverty which happen to attract the attention of the media for a few days.

IFAD was set up specifically and exclusively to help the poorest people in the Third World to be able to feed themselves. Its work is now threatened by the refusal of Britain, the US and other Western countries to replenish its resources. Similarly, the highly successful operations of the World Bank in the same field are threatened by the same countries' refusal to give the IDA (International Development Association) the resources it needs.

Politicians will tell you, when charged with our failure to meet our responsibilities to those who are starving, that there are no votes in foreign aid. This cynical response can be disproved if the electorate were only to realize that votes can be more effective than cheques in helping those whom we see starving on our television and the hundreds of millions more whom we never see. Yours faithfully, JAMES SKINNER, Heron House, Chiswick Mall, W4, October 27.

missing and filled teeth of 12-year-old children.

In England today 50 per cent of the five to six year-old children are caries free and the average number of decayed teeth of 12-year-olds is no more than three. This means that we have already achieved two of the global goals set by the World Health Organisation for achievement by the year 2000.

In view of the enormous progress that is being made to improve dental health, the suggestion of a tax on sugar and confectionary is clearly unnecessary. Moreover were such a tax to be imposed on sugar, which is a basic staple product, it would have the immediate effect of increasing the price of food and drink, which would bear most harshly on those who could least afford to pay it.

Yours faithfully, MICHAEL SHERSBY, Director General, The Sugar Bureau, 120 Rodney House, Dolphin Square, SW1, October 18.

out what is taught in schools. We are already well aware of the wide range of syllabuses available for religious education.

As a national union, we would not presume to interfere in the way any school subject is taught or even whether it should be taught. But we are interested in other people's views on whether religious education should remain compulsory, and whether the present arrangements reflect the cultural diversity in our society.

Yours faithfully, FRED JARVIS, General Secretary, National Union of Teachers, Hamilton House, Mabledon Place, WC1, October 25.

could equally well be applied to other specialised building types.

Even if the Church of England contrives to retain its exemption, there can be no justification for allowing this to other denominations. Not only have they on the whole a very poor record in conservation, but the organisation of all the non-Anglican churches, including the Roman Catholics, would make really effective control impossible, even if they were to show (as even now they do not — witness Mr Hubbard's letter of October 6) any genuine awareness of a duty to exercise such control. Yours faithfully, JENNIFER M. FREEMAN, Secretary, The Victorian Society, 1 Priory Gardens, Bedford Park, W4, October 16.

Commemoration of arms and men

From Professor Michael Howard, FBA

Sir, Last summer we celebrated the fortieth anniversary of the Anglo-American landings in Normandy in 1944. During those harsh and regally-patronised festivities there was barely a mention of the Soviet Union, the heroism of whose peoples and the skill of whose soldiers made possible not only those landings but, eventually, the victorious conclusion of the war.

Presumably we shall be celebrating the fortieth anniversary of that conclusion next summer on a yet more extensive scale. Planning for those celebrations must already have begun, I trust, therefore that it is not too late to express the hope that this time we shall get it right, and that the Soviet Union as well as the United States should be invited to share fully in all our ceremonies. Naturally we should expect to be invited to take part in their celebrations.

The tragic position of the Germans, who fought no less heroically and suffered no less terribly for the nightmare regime from which they were ultimately liberated, should also be sympathetically recognized.

The whole enterprise needs to be planned with great care and tact, but everything possible should be done, both fittingly to commemorate the terrible sacrifices of that war, and to strengthen the friendship and reconciliation of all the peoples who suffered in it.

Yours etc, MICHAEL HOWARD, Oriel College, Oxford, October 26.

Puzzling pound

From Mr Hugh Barrett

Sir, I am puzzled. Some five years ago one of the principal planks in the Conservative election platform was determination to give us a strong pound. Without it we would lose the respect of the nations and be greatly humbled. A strong pound was a Good Thing and a weak pound a shocking Bad Thing.

That, I suppose, was the accepted wisdom of the day. Now apparently something has happened to alter the wisdom. Can anyone explain in simple terms why today, with the pound sinking to the bottom, the Chancellor is not worried by what was previously regarded as a symptom of acute economic ill-health?

What factors have changed to make this right-about-upside-down-turn-around a matter of no consequence? Yours faithfully, HUGH BARRETT, Moat Farm, Wetheringsett, Stowmarket, Suffolk, October 20.

Threat to mountain

From the Chairman of the Scottish Wild Land Group

Sir, The Secretary of State for Scotland must feel ashamed that somebody of the artistic standing of Mr Heaton Cooper should be moved to write to you (October 18) questioning the prospect of commercial afforestation on the Creag Meagaidh SSSI (site of special scientific interest). It has been rightly said recently that "tourists don't come to Scotland to drive through tunnels of sitka spruce" — but there is more to it than that.

By permitting afforestation, Mr Younger has, not for the first time, crudely breached the supposedly protective legislation of the Wildlife and Countryside Act, and gone against the advice of those Nature Conservation Council. He was careful to say that the Creag Meagaidh decision did not prejudice any future decision on afforestation on SSSIs. In other words, no designated site in Scotland is safe.

Conservation bodies in Scotland are united in their condemnation of Mr Younger's decision. There was an important principle at stake and it has been most regrettably ignored. The whole system of approval and fiscal advantages for commercial planting is out of kilter and needs overhauling — as was recommended by the House of Commons Public Accounts Committee in 1980.

Otherwise it is clear that more important conservation sites will disappear under the bleak monoculture of sitka spruce, whose end-products we would suggest, in no way justify the vast sums of public money expended in producing them. Yours faithfully, ROGER SMITH, Chairman, Scottish Wild Land Group, 93 Queen Street, Ayr, Clackmannan, October 18.

Among the Frenglish

From Mr Sebastian Peake

Sir, It did seem a strange admission from a spokesman for the assembled Houses of Parliament to President Mitterrand's speech that "over 90 per cent of us couldn't understand what he was talking about".

Anybody would have thought that he was speaking in a provincial dialect of Serbo-Croat, rather than in the beautiful and ubiquitous French language, which, I think, would be generally accepted as the alternative lingua franca of the educated European. Yours sincerely, SEBASTIAN PEAKE, 30 Gander Road, SW4, October 25.

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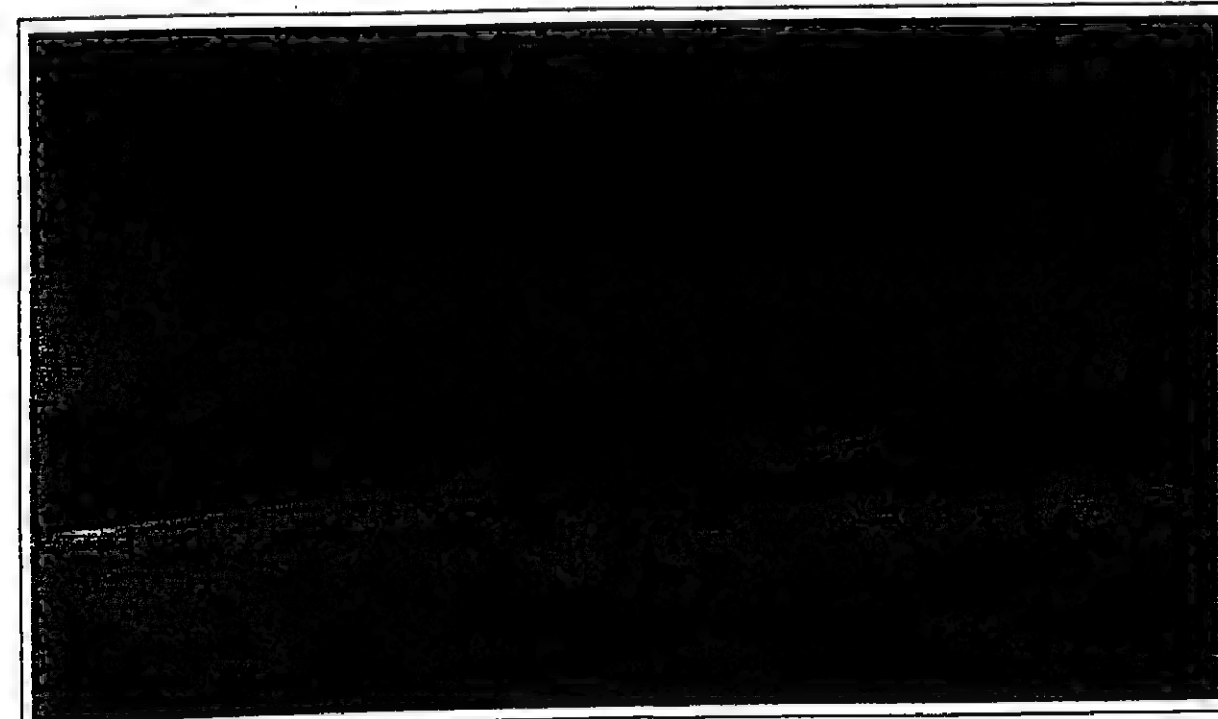
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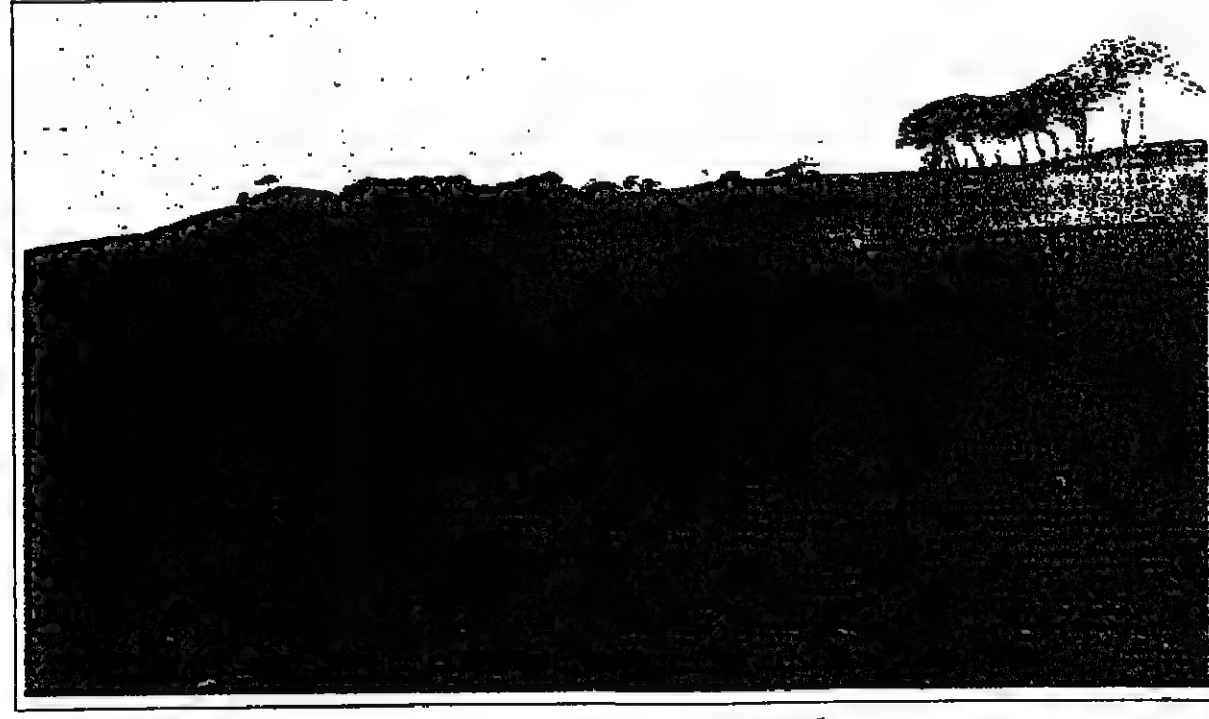
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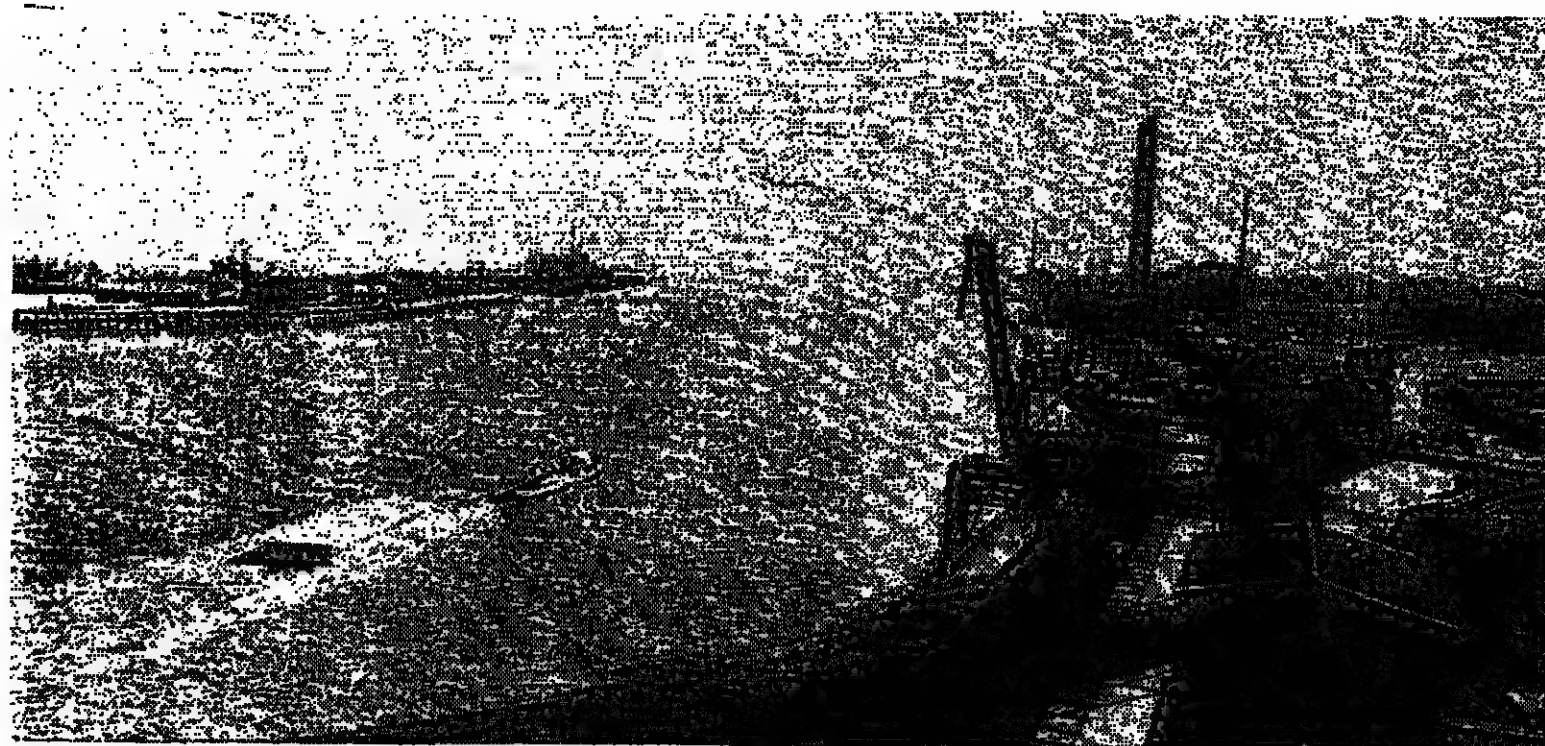


مقدم الفصل

[illegible]

A high-contrast, black and white photograph of a woman in a headscarf standing next to a large, dark, rounded object, possibly a vase or a large pot, on a table. The scene is dramatically lit, with strong shadows and highlights. The woman is positioned on the right side of the frame, looking towards the left. The large object is on the left side of the frame, resting on a table. The background is dark and textured, with a window visible on the far left. The overall mood is somber and contemplative.

Furphy Simpson/Karl Lagerfeld



North Kent feels itself neglected, but tomorrow the Queen is visiting Maidstone, Rochester and Gillingham to see developments as the area turns towards Europe. Anne Warden reports

North Kent

Going down to Kent: looking along the oldest of all routes, the Thames, from Northfleet, and right, landmarks of North Kent, the figureheads and the chapel clock, both at Chatham Dockyards

There is grandeur in the view east along the Thames beyond Dartford. North Kent is not a pretty place, compared with the usual images given to the county, of hops, apples and oast houses, but the lights of its industries at night have an air of power that is much more compelling.

The stretch of land between Dartford and the Isle of Sheppey, with the Medway and its towns, Rochester, Chatham and Gillingham in the middle, has stirred the imagination not only of Charles Dickens, whose father worked at Chatham, but also, with interesting grimaces, of George Orwell even though his trip in 1931 was to pick hops. His "proles" in 1984 are thought to owe something to the working people he met in North Kent.

Orwell also noticed, in *A Clergyman's Daughter*, that they did not much like the idea of charity, and the region's efforts to help itself in its present plight echo something of the same.

North Kent is at a watershed: it is more than 400 years since it has had to consider changes in its economy on the scale it faces now. The reason is last year's closure of Chatham naval dockyard, founded in 1547. The Ministry of Defence's cuts to

the Navy ended 7,000 jobs at Chatham and left an area said to be at least as big as the City of London to turn to new use. The blow came after the closure in 1982 of the BP oil refinery on the Isle of Grain, with 1,700 workers. The area's other big industries, cement and paper-making, are also shedding staff as new technologies quicken their processes.

Planning the future is not eased by North Kent's patchiness. Its unemployment blackspots, the Medway towns and Sheerness, as badly hit as any of the places thought of as the country's worst, belie the smattering of prosperity more typical of the South-East. The region is having to cope with a scramble for office space on its well-to-do western fringe, as well as the joblessness around the sands and marshes of the Medway.

The other spur to far-reaching change is the road link between the county and the rest of the country, probably the first since the Romans built Watling Street across Kent and beyond two thousand years ago. North Kent is still waiting for its section of the M25 London orbital route, joining it to the national motorway network, but after 1986, when it is finished, the development it brings is expected to overtake the

region's old reputation for manufacturing, and transform it into an international distribution centre, with warehousing and transit facilities.

Perhaps the only way in which North Kent can be certain of keeping to its traditions in the future is in its reputation for independence. The county boasts that its people forced William the Conqueror to accept their terms, hence its motto, "Invicta," unconquered.

Today it is their grand vision of the future, as well as the unemployment problem, that makes many North Kent's leaders think that the region has been treated badly. They consider themselves the nation's link with the rest

of Europe, left unrecognized, while the country has strained to pump money into declining places far north and west, away from the industrial centres of Europe, now Britain's main trading area.

Motorways are one area in which North Kent feels it has been neglected, and it might justifiably argue that the same has been true of last year's experimental introduction of freeports, which allow importers and exporters to avoid paying duties on their goods. North Kent's two proposed sites, Stone Marshes near Dartford, and Sheerness and Chatham, were not given the chance.

The region now has a strategy plan, adopted in 1982, to pool resources of its local authorities to improve employment prospects and change the region's image as "a declining industrial area." The county council admits that "certain parts of this urban area have a poor and unattractive environment."

Two years on, the strategy, conceived as closure loomed over Chatham Dockyard, is bringing results. County and district council leaders, as well as Kent West's Euro-MP, Ben Patterson, marched on the Government with a demand, headed in 1983, for an Enterprise Zone to

encourage industry by offering simplified planning terms and exemption from certain taxes. So far the five sites appear to be filling up well.

The county council's employment fund has allocated £1,250,000 in its first two years, to help alleviate youth unemployment in particular, as well as to support the region's seven enterprise agencies, which give advice to new businesses, and for training schemes and other efforts to increase the numbers of jobs.

This year the local authorities have established a Kent Economic Development Board, an independent body chaired by Sir Ronald McIntosh, Chairman of APV Holdings. One proposal is for a business expansion scheme to offer tax relief to encourage investors in Kent to put between £20,000 and £30,000 into local companies which cannot find financial backing elsewhere.

One disappointment has been the Department of Trade and Industry's refusal to grant north-west Kent the status of a Derelict Land Clearance Area, which would have paid all of local authorities' land-clearance costs, and 80 per cent of private developers'.

Now the local authorities are

considering other ways to win help with starting the redevelopment of such areas as the former Imperial Paper Mills site at Northfleet. The Government has said it will consider some aid with clearance at Chatham.

Some of the big companies already established in Kent, such as Blue Circle, the international cement company, which has its biggest British works at Northfleet, and GEC Avionics, Kent's largest industrial employer at Rochester, are helping by seconding staff to new industrial developments in the county, taking on the training of young people, and working with enterprise agencies.

Amid the country's efforts to increase trade with Japan, including a trip to Osaka in the past month, Gillingham can boast so it is believed, that it is the only British town with a Japanese twin or rather, two, the towns of Ito and Yokosuka.

Indeed, the exploits of one of Gillingham's sons are not a bad example of North Kent's adaptability, and some might say adaptability as well. Will Adams, born in 1564, piloted a Dutch ship which ran aground in Japan in 1600, but picked himself up to become an honoured samurai warrior.

Still a draw for tourists

North Kent's patchiness becomes a virtue for tourism. Perhaps unlike the resorts along the county's east coast, which rely more heavily on attracting visitors, the north has variety. It foresees growing scope as a conference centre, and the traces of its history have always had drawing power.

Efforts are afoot to attract more of the foreign visitors arriving or leaving through Dover or Folkestone. They make up a quarter of all Britain's visitors from abroad, and already contribute £65m a year of the £200m that Kent earns from tourism. That is expected to go up as the numbers using the Channel ports, encouraged by the M25, double before the end of the century.

The region's variety, compared with many other parts of Britain, is astonishing: it has tourist attractions derived from the sea, its old industries, the Roman and Norman influences, past political struggles, pilgrimages, and many well-known people, who have lived there, all within an area of about 30 miles east to west, and less than that from north to south.

Chatham's historic dockyard, when it has found a ship to crown the glories of its old buildings and the naval industries still working there, is likely to draw many tourists, if interest in Britain's seafaring past, at other ports such as Portsmouth, which boasts the Mary Rose, is anything to go by. The dockyard's administrator, Alastair Wilson, believes that it will be "one of the most complete pre-nineteenth century dockyards anywhere in existence."

The dockyard, where Nelson's flagship, *Victory*, was built in 1765, is also looking for more craft industries to join the two commercial companies still working there, one making ropes in the 1,128ft-long Ropery, and another making flags.

Rochester, a few miles away, can offer the second-oldest cathedral in Britain, and its annual Dickens

continued on page 18

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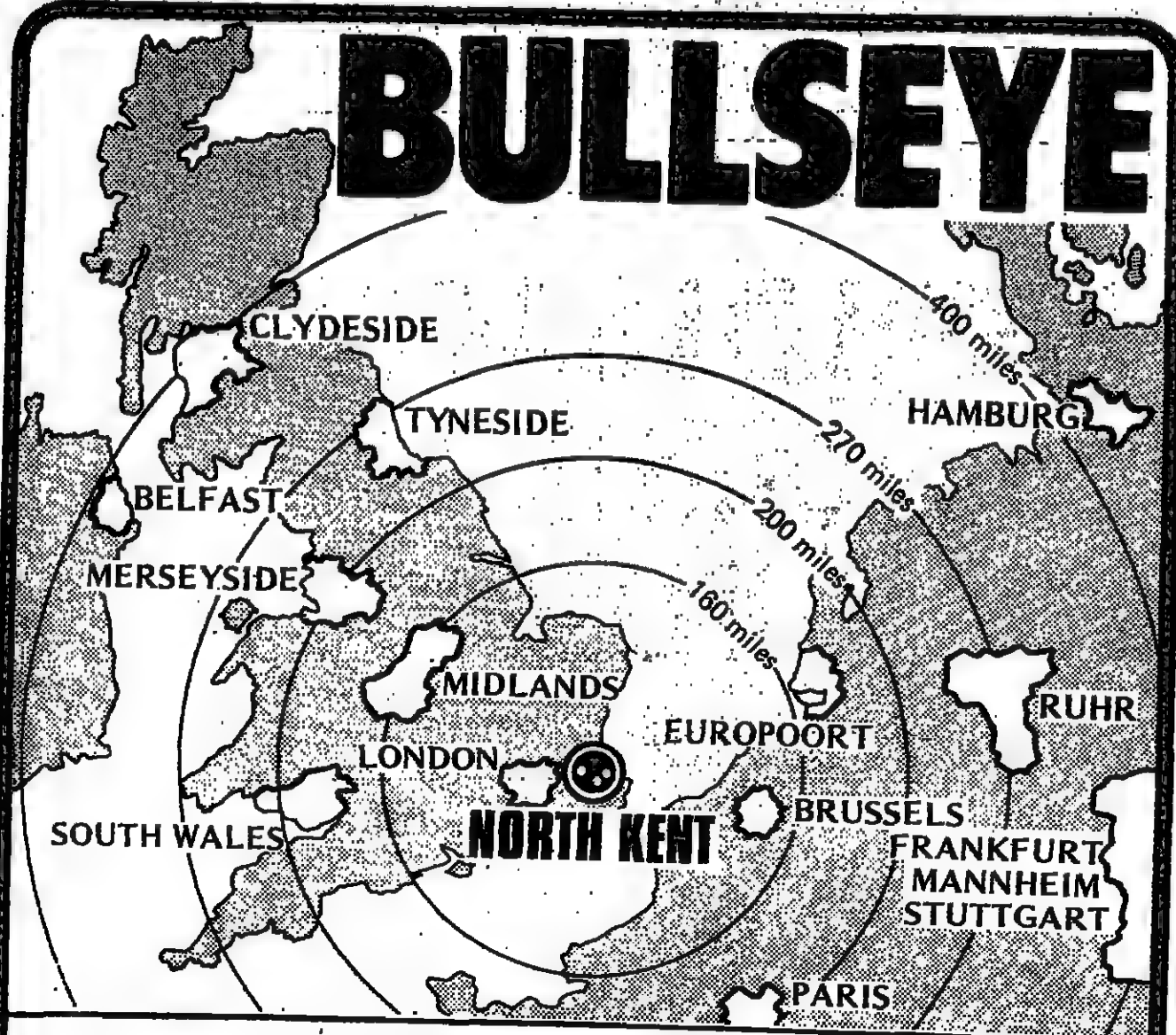
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From first paper-mill to modern cement-making, a great tradition, on which a future can be built

Industry puts its all into revival

North Kent is one of the country's oldest industrial areas and, entering paper-making and drying - which would lead to a revolution in the industry - had started long before the industrial revolution spurred other more widely noted places like the creation of wealth. Dartford claims the country's first commercial paper mill, founded centuries ago, by Sir John Spelman, jeweller to Queen Elizabeth I. The area's mineral riches were known at least 54 years ago, when the church at Swanscombe was carved on a solid block of chalk. Further east, at Chatham, the shipbuilding and engineering industries for the nation's defence began on the Medway with the building of the *Grain* in 1488. The dockyard proper was begun in 1547.

It was the dockyard's closure last year which stung the region into enormous efforts to revive itself. About 4,000 of its 7,000 workers were left without jobs. The prospect of Chatham's naval ship being reduced to its re-industrial mud once more, with acres of derelict land to be cleared at developed, has been a fearson blow. The Chatham closure fowed all too soon after the closure of the 1,700 jobs of the BP oil refinery at the end of Grain in 1982.

The meat and paper industries too, have closed and some was in Kent and are employing fewer people as new technologies are introduced. Bester on at Northfleet is investing 20 million on the automatic manufacturing "spiral tissue" (lavatory paper - ough it also makes kitchen wels and so on). About 20 jobs are likely to be lost at the end of this year from among 1,600 employees, even though the 68,000 tonnes a year mills considered one of the industry's biggest.

Figgo Teape, part of BAT Industries had eight machines at its factory in Dartford 20 years ago but now plans to use on with a workforce of 240 making carbonless copying paper, which is processed further in Belgium and South Wales. In other big regional paper companies is Reed International at the Empire Paper Mill, Grahith.

The Cde, the international cement company, has its biggest British works at Northfleet, but the investment it is making in bettering its process is likely to pave the way for jobs. Much of a £26m investment is being spent on measures aimed at cutting energy costs, reducing coal need by 5 per cent. Instead of making quid slurry, which demands great amount of heat

before chemical changes can happen, the company is to make cement raw material cakes by using newly developed, longer lasting cloths in its filter presses which squeeze out the moisture. The company is also closing its old Holborough works in Soodland because of the wet-to-dry process developments, and is moving the works' special cements - sulphate resisting and oil well cements - to Swanscombe, again for the sake of more efficient manufacturing with the disappearance of 230 jobs.

One of the few big Kent companies not shedding staff is GEC Avionics, the county's largest industrial employer with nearly 6,000 employees at Rochester. The company, which was formerly Marconi Avionics, has been in Kent virtually since its founding in the mid-fifties. It has won Queen's Awards for Technology and Exports for two years running and has exported more than £750m worth of goods in the past decade. Its various plants at Rochester - including Falcon Building with its specially-stabilized foundations for precision manufacturing - produce guidance systems, combat aircraft controls, test systems and carry out flight automation research.

Another company with its UK production and head office in Rochester is Fisher Control Valves, which employs 520 people. Akzo Chemie, the Dutch company, has works at Gillingham; Lloyds of London has had 1,000 administrative staff at Gun Wharf, Chatham, since 1978. Lucas CAV, producing rotary pumps, has been in the Medway Towns since 1947, and employs 2,500 people; Jubilee Clips, in the area for 70 years, boasts its inroads into the Japanese market.

But it has been clear for some time that North Kent's problems for outweigh individual companies' successes. The Medway Towns' unemployment rate is about 16.5 per cent, with 14,407 registered. Kent's total last year - 64,144 by December - was thought to be going up faster than in the rest of the country, with the worst-hit areas in the north of the county, which had a total of 24,063 jobless at the end of 1983. The number of long-term unemployed has been increasing and the gap has widened between areas like Maidstone and Dartford, where unemployment is relatively low, and the

hard-hit Medway Towns and Sheerness.

The closure of big industries, like the Isle of Grain refinery and the Chatham dockyard, have left great swathes of land to be cleared for new use. Office developments appear to be lopsided, with the most vigorous markets on the western fringe, for example in Sevenoaks. Jobs in construction have expanded in Sheerness and Dartford, and North Kent's service industries have grown, but manufacturing jobs have dwindled by 12.7 per cent. The area has been left off the government's Assisted Areas map, which also determines the distribution of most of the funds from the European Communities and its Enterprise Zone is still at an early stage.

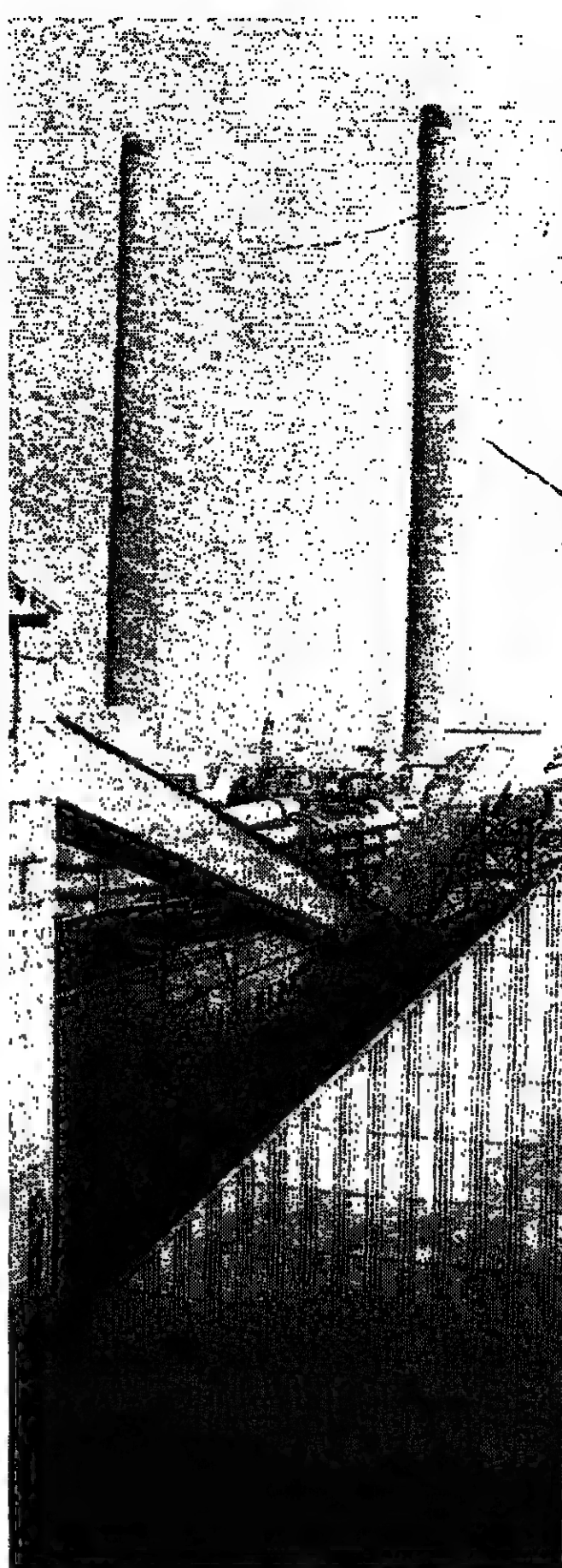
North Kent has also lost out on the Government's other trade experiment, the introduction of freeports, which are expected to increase exactly the kind of transit business the county is hoping to secure, by easing import and export duties and restrictions. Now hope for the potential freeport sites put forward, Stone Marshes and Sheerness/Chatham, are pinned on the experiment working elsewhere.

Kent has a relative lack of high technology industries, which are deemed to be the job makers of the future. The effort to achieve this in North Kent is likely to be concentrated on making site attractive and providing the transport links that have seen companies mushrooming along the M4 west of London.

Local authorities in North Kent have united to produce a strategy for rescuing the region: aiming to improve derelict areas, develop Chatham dockyard, push forward progress on the region's industrial estates, expedite road schemes and help local companies. The four district councils, Swale, Gillingham, Gravesham and Rochester-upon-Medway, and the county council credit their joint effort with getting the Enterprise Zone and are jointly offering premises to small businesses under five schemes.

Prospects have brightened at Chatham Dockyard and the commercial port run by the Medway (Chatham) Dock Company has started operating with £11m Government backing. The main part of the dockyard has been taken over by the Government-backed English Industrial Estates, which claims there is "extremely high interest" from companies in developing the area.

Even so, the task, particularly in the main 360-acre area (where demolition is still going on) is colossal.



Blue Circle's cement factory at Northfleet, its biggest British works, where £26m is being spent to cut energy costs - but other changes will mean fewer jobs, a development all too common in the region

Unfair, says Mr Euro

Ben Patterson, Kent West's Euro-MP, believes the region has been unfairly treated in the allocation of funds, both from the Government and from the European Communities. "What really annoys local authorities", he says, "is that they are always lumped with the affluent South-East. It's an extraordinary policy, considering the unemployment rate."

One problem Kent now has to cope with was incentives such as assisted area status, drawing companies away from places such as the Medway towns to other parts of the country where they could get more benefits. But he does not believe solution would be to make the region an Assisted Area, even though one of the consequences, he says, "is that practically no European money goes to North Kent, whereas European money is slapped on with a great big brush for example to North Wales. The discrepancy is colossal."

Now, he says, he is trying to press for a way round the way money is distributed, and trying to increase funds which are not linked to Assisted Area status.

Mr Patterson, aged 45, is well-placed to put North Kent's case at Strasbourg. He has been European Democratic Group spokesman on the European Parliament's social affairs and employment committee, and a member of the committee on budgetary control. Since this year's European elections he has been a member of the committee on economic and monetary affairs and industrial policy. He is a member of the Conservative Party's Bow group, and studied at Trinity College, Cambridge, where he read modern and medieval languages; and at the London School of Economics.

Patterson: "Practically no European money goes to North Kent."



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TODAYS
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The Enterprise Zone idea came late to the region, but is already giving cause for optimism

North West Kent's Enterprise Zone, which was given its status in November 1983, is one of the more recently begun in Britain. It might be fairly claimed that Kent, associated in so much official thinking with the prosperous South-East, has won its help particularly hard, and far behind places such as Glasgow's Clydebank.

It is only with the closure of the Chatham dockyard that North Kent's losses have begun to be seen as on the same scale as the demise of industries in Glasgow or elsewhere.

The region, indeed, has many of the same characteristics as the hard-hit west of Scotland, but in a smaller area: the Medway Towns, where most of the Enterprise Zone sites are, have suffered in the same way from having had what many see as too narrow an industrial base

to survive the economic recession without special help.

At the moment, even with the enterprise Zone, North Kent's is a bleak situation into which it is putting a great deal of faith, in the hope of filling the 125 acres on five sites, on the strength of planning relaxations and tax concessions. It is an enormous undertaking, for local councils, industries, and other bodies.

The Medway Towns already have many vacant offices and factories waiting for the industries they want to attract. It might seem, therefore, that building even more industrial units is folly. The estate agents' chronicles of empty factories still in working order - electricity sub-station on site, effluent treatment plant, loud-speaker system, and the rest - give an impression of left-over shells from past prosperity, ready for decline.

A lot of faith down among the empty factories

But early expectations have been high. Mr Patrick Jenkin, secretary of State for the Environment said during a helicopter tour of the zone that it was "very ahead" of some of the country's other enterprise areas, bringing 1,000 jobs before its designation last year, the first planning approval. Hopes at the start were that the zone would draw £100m of investment and create 12,000 jobs.

Now, a year into enterprise status, Kent County Council claims that the zone "may

become one of the most successful in the UK", because of the interest shown by industry. It says there has been "a constant flow of inquiries" to the Medway Development Office.

It appears that the provisions of an Enterprise Zone - the easing of planning controls, exemption from development land tax, local authority rates and industrial training levies, and allowances for capital expenditure - have greatly increased the numbers of companies inquiring about moving their businesses to North Kent.

Gillingham Business Park has occupants for more than 500,000 sq ft of its premises, including Tiffany Foods, Jubilee Clips, Amco Hydrospare, Lucas CAV, Photo Productions, Magnet and Southern, MFI, and B&Q Sports and Leisure. Developments is building an ice rink.

Grosvenor Developments, its developers, see "good design and construction" as among its priorities. The company is a wholly-owned subsidiary of Grosvenor Estates. Plans for the future include having banks and restaurants on the Park, which was inaugurated by Lord Trenchard, then Minister of State for Industry, in October 1979, before the area was given enterprise status. Charles Firth, Grosvenor's project manager,

One spin-off is that interest has grown in sites near the zone although they have different status

credits efforts to promote the park before enterprise status was given, for much of the interest which he says is increasing, in the park. The average space let per year for the past five years has been 100,000 sq ft a year.

The 23-hectare Temple Industrial Estate in Strood was an established industrial estate which had been left vacant in the past few years when enterprise status was given. Now 750,000 sq ft of floorspace has been taken, and occupants include Fisher Controls, Nestlé-down Beds, Gomba Stonefield, Millwood Joinery, Aughton Instruments, Procell Plastics and Fraber Engineering. Virtually

all the premises already built, it appears, have been sold.

One of the biggest developments on the Temple estate has been the setting-up of a £6m distribution centre by Tesco, the supermarket chain. Another is work on the former Martin Earles cement works on the site, being done by Blue Circle.

Medway City Estate, on 130 acres, of which 77 acres is Enterprise Zone, on the Frindsbury Peninsula on the north side of the Medway at Strood, has occupants including William T. Eden (Importers), Medway Rice Company, Cliffe Construction, W E Haselden, and Auto Renovations, as well as 15 acres "under offer" and plans for industrial units and warehouses totalling another 215,000 sq ft.

The estate is divided into a number of zones, including about 26 acres of warehousing, and industrial high technology and "nursery" units, larger plots, some of up to 15 acres, on the edge of the Medway, and

undeveloped area of about 19 acres which still has to be filled and levelled, and 33.7 acres in a creek which it is hoped will be developed as a 500-berth marina including workshops, a clubhouse, and boat-landing.

Another 45 acres are the concern of Rochester Bridge Trust, a non-profit making charitable organisation, and another 29 acres make up the Howard Estate, of which 16 acres have Enterprise status.

A Staffordshire company, Clarke St Modwen, has taken on the first phase of development of another Enterprise Zone site, the Springhead Enterprise Park in Northfleet, together with Gravesham Borough Council. The aim is to develop between 350,000 and 400,000 sq ft of floorspace on the 11-hectare "green field" site.

The other Enterprise Zone site is Imperial Business Estate on 17.5 hectares which include the former Imperial Paper Mill works, in Gravesend, and have a deep water jetty.

What the agencies do

North Kent's enterprise agencies are beginning to move beyond their first task of giving advice. One, for example, the North West Kent Enterprise Agency, is investigating sites for small units in Dartford. But that is for the coming few years. At the moment many of the seven agencies, started by local individuals, companies and other groups, are working like many others across the rest of Britain, on low budgets and in small or old offices.

All have had hundreds of inquiries, involving vigorous efforts from their staffs. Among them, the Medway Enterprise Agency, is facing one of the hardest tasks as unemployment grows in its blackspot area.

In its first two years it has notched up 1,528 clients, and claim 464 businesses started, with 1,234 jobs saved or created. Companies it has helped include a coffee-and-tea supply service run by Geoff Bradbury and his wife in Strood, and a company supplying sub-aqua diving equipment, run by brothers Stephen and Terence Knight, who have a sports shop in Gillingham.

So far, it says, there have been only 10 failures among first 321 starts it has counselled.

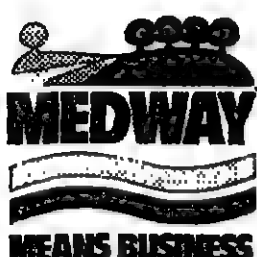
Glyn Thomas, the agency's chairman, who is a local manager at GEC Avio in Rochester, credits Gillingham's Pier Road development for solving some of the problems the agency first foresaw for very small businesses seeking a place in which to set up. He has also welcomed Rochester City Council's plans for small units at the former Foster Len factory in Strood, he says, the agency is interested in helping to save businesses in trouble. It is also considering starting up managed workshops, possibly on the lines of the workshops in Glasgow, established by Stewart Arson, whose help it has enlisted among others, for a study of feasibility.

The big business client is strong in North Kent's agencies, as elsewhere, although smaller companies have been a hand, too. In Swale, the top of industrial Company Employers, which was behind the setting-up of the Swale Enterprise Agency, now has 150 members.

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The tourism success

From page 16
festival in June, with colourful characters in costume. Further west, there is Brands Hatch motor-racing circuit, and another attraction, the Kent and East Sussex Railway counted an increase of 42 per cent in its visitors in 1982.

Hever Castle, the home of Henry VIII's wife Anne Boleyn, drew 27 per cent more visitors than in the year before, and Sir Winston Churchill's home, Chartwell, being tens of thousands from all over the world. North Kent is also on the pilgrim's route to Canterbury, and the towns along the Thames shore, and others further south, probably have more churches relatively close together than most other parts of Britain.

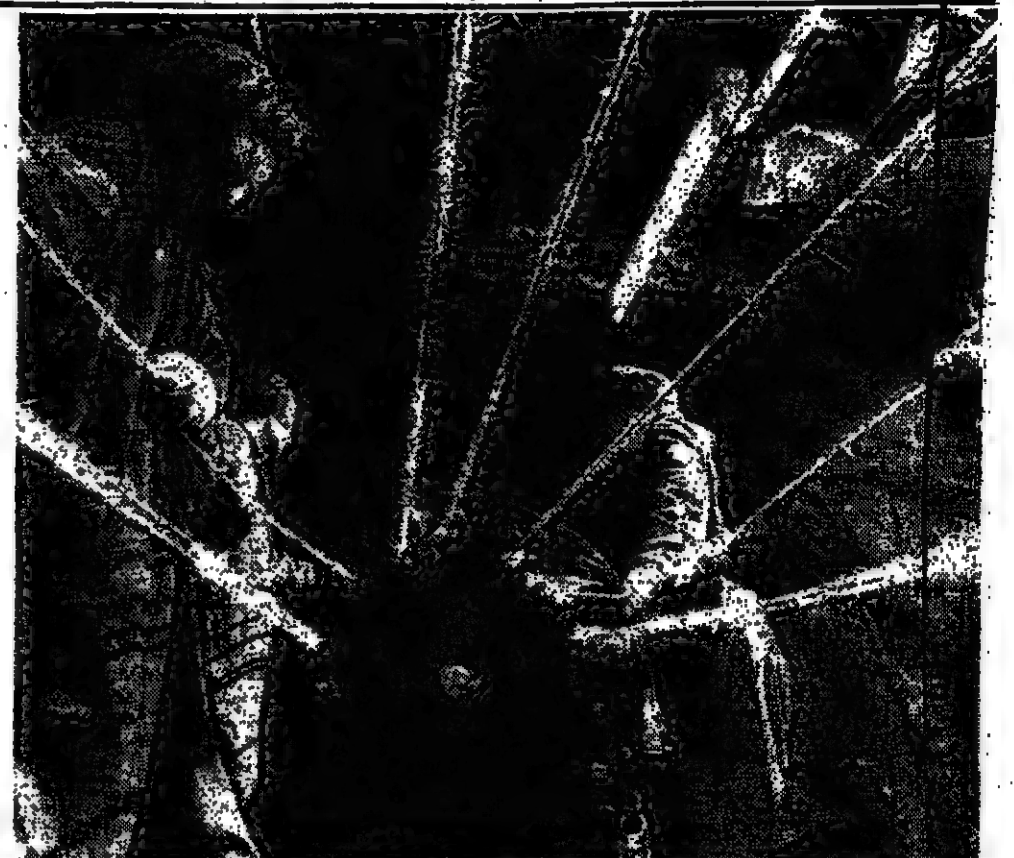
Even the grimmer parts have a claim to visitors' interest. Swanscombe, besides its cement works, also has Barfield Pit, now owned by The Nature Conservancy Council, where the skull fragments of what were believed to be the oldest prehistoric human remains in north-west Europe were found. Other historical sites include Fort Amherst, recently restored, at Chatham.

Next year is expected to draw extra tourists to Chatham, the starting point for the Cutty Sark Tall Ships Race, which in the past has begun from capital cities like Lisbon in Portugal, and Gillingham's ice rink with be another attraction.

More people, it appears, are visiting places of interest. North Kent's strong feature, than in the past: tourist increased by 6 per cent in 1982, compared with a drop of 12 per cent for 1981. Already about 4 million tourists stay for more than one night in Kent each year, and even though three-quarters of them go to the east coast resorts, where 10 per cent of the working population have jobs connected with tourism, North Kent's 5 per cent still derive considerable amount of employment from it.

Kent claims that of the 4 million its 500,000 foreign visitors a year are the largest proportion of all staying visitors to the UK from any county outside London. A surprising number of tourist trips, 13 per cent, are thought to be connected with business, however, and that element appears to be particularly promising for North Kent.

Rochester and Wrotham, on the M20/A20, have new hotels aimed at the business tourist, a large part of the market, it appears, for the two big chains which have built them, Crest at Rochester Airport, and THE.



New life at Chatham Dockyard: ropemaking in the old works

isn't, North Kent's 5 per cent still derive considerable amount of employment from it.

Kent County Council says the county has more than 100 places suitable for conferences, and has listed them in a guidebook. It also wants to see hotels or other developments for tourists on about 40 sites.

This year the council has been increasing its efforts to turn more from tourism to business, by establishing the Kent Tourism Marketing Organization, with the aim of making Kent a destination for visitors' trips, rather than a place merely passed through.

The county has also forged its way ahead of the rest of Britain with an experiment in signposting to make tourist attractions and routes better-known. It has persuaded the Department of

Transport to let it learn a year trial, costing £280,000 by the end of the next fiscal year, to direct visitors' eyes of interest.

The county council also produced free holiday guides, and has been giving aid to keep tourists' information open since the Government withdrew support in '83.

A number of the towns, including Dartford and Rochester, are promoting themselves as tourist areas, and North Kent's theatres deserve to be better known. Kent Opera, for instance, which has a reputation far beyond its county boundaries, is to perform in November at Dartford's new The Orchard Theatre.

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M25: hindrance or a road to the county's salvation?

Present-day roads in North Kent, the route the Romans chose for their main artery from the Continent to the rest of Britain, are a sore point. Watling Street, linked to the Channel ports, through Dartford, to London and to Salop, on the other side of the county; but two thousand years on the region is still waiting for its 1980s link with the national motorway network: the Swanley to Sevenoaks section of the M25 orbital route. It is due to open in the spring of 1986 and will be the final link in the round-London motorway.

It is small wonder that spending on roads elsewhere can rankle with Kent people. The routes between the county and the rest of the country are among the most heavily used in the busy South-East. The survey by the London and South East Regional Planning Conference - the local authorities' forum - shows that the A2 trunk route carries more than 50,000 vehicles a day, equalling the M1 and the M4. For heavy goods vehicles, it vies with the M4 as the busiest route after the M1, with an annual average of between 6,000 and 9,000 trucks of more than 30 cwt using it daily.

Capital obstacle

The M25's importance for Kent is seen as going far beyond the road structure. It is expected to open up possibilities for the established and newly-planned sea links in north Kent, increased business for those using Rochester Airport, and bringing Heathrow and Gatwick airports more easily within reach of Kent-based companies. The long-awaited road also already spawning distribution and transit centres.

The motorway problem has irritated all the more because the county has to contend with a block between it and the rest of the country which is bigger than any other man-made obstacle elsewhere: the capital London. Its nearest neighbour proved a hindrance because of the difficulties of getting goods and people through and beyond it and because it has encouraged the belief that neighbouring areas, such as north Kent, must be prosperous too, and so relatively less in need of spending on infrastructure. The difficulties have been heightened by the decline of north Kent's manufacturing industries, increasing the need for the region to sell itself as a transit route. Membership of the European Community has added to the traffic passing through it and from the continent. The frustration is mainly because the road communication problems have

come from the region's fringes and outside, rather than within. For itself, Kent has some fine, fast roads: the M20 through Maidstone, the M2 beyond Rochester, and the M26 between the M20 and M25.

Even when the M25 is completed in two years' time, north Kent is likely to have to face further problems as traffic grows, and the biggest question mark is over the future of the Dartford Tunnel. The London and South East Regional Planning Conference, in its 1983-84 report, says that government estimates of the traffic expected to use the M25 "make no allowance for traffic generated by the motorway itself". It adds that a number of road lobby groups believe that the tunnel could be overloaded by the early 1990s, if not before, and are concerned at the difficulties of expanding its capacity.

Fears about the tunnel are all the more notable because it is only in the past few years that the tunnel's importance has been able to grow. It was only in 1980 - 17 years after the first £10m tunnel was opened - that a second tube was built at a cost of £40m. It was only in April last year that the M25 on the far side of the tunnel opened up better links with the M11 through East Anglia to the Midlands. For the M25 link with the M1 and A1, the tunnel has had to wait more than 20 years, until January 1984.

Now according to Rodney Jones, general manager at the tunnel which is run jointly by Kent and Essex, traffic has increased 60 per cent in the past 18 months.

Another worry for those who want to ease links between Kent and the rest of Britain is the continuing toll charge at the



tunnel, ranging from 20p for motorcycles, to £1.60 for the heavier goods vehicles. The tunnel authorities claim that it is in a better position financially than any other toll crossings in the country, but the £60m debt is not expected to be cleared until the mid-1990s.

In the shorter term, however, Kent County Council is concentrating on the local road links from its motorways that will make the best use of the M25 connection for its industrial areas. It has asked the Department of Transport for money to help build the Chatham ring road, Strood ring road, Thameside industrial route, stages three, four and five of the Faversham western link and the Sittingbourne industrial link. The county also wants improvements on the A249 road to be included in the Government's trunk road programme, and a feasibility study of the Gilling-

ham northern link, as well as a new Medway crossing.

North Kent is also hoping for future help for roads from the European Transport Infrastructure Fund proposed by the European Commission, but not yet in operation. It would aim to help schemes of significance to the European Communities' network, such as projects to relieve international traffic bottlenecks. Already a regulation of 1982 has led to the funding of three projects, though none is in Britain.

Daily service

Now, in an effort to make sure it is among the first to win whatever Euro-money may be going, Kent has proposed a study of improved links to Chatham dockyard and Chatham ring road stage one as projects suitable for future European funding, and has also

supported the Government's choice of the M25 Swanley-Sevenoaks link.

The importance of the roads spills over to other transport connections. North Kent is in the process of increasing its port facilities, to take advantage of the claims it can now make to continental users, with the M25 only a few miles from its coast. One project, the new commercial port in basin three at the eastern end of the Chatham dockyard, opened in January this year and has been handling roll-on, roll-off cargo at four out of a possible six terminals.

Crescent shipping already runs a daily freight service to and from Zeebrugge. This year the port expects to have handled half a million tonnes of goods, and double it next year. The port is run by the Medway (Chatham) Dock company, a subsidiary of the Medway Ports Authority, which was the first body to decide to use the dockyard after the naval closure was announced.

The other port expected to benefit from the M25 link is the proposed Dartford International Ferry Terminal, due to open in mid-1985, which is being developed by the Blue Circle cement company.

The developers are playing very strongly on the motorway link: the project's symbol is a blue circular sweep of motorway joining on to a stylized ship. They claim that its position minimizes the amount of road transport necessary to get from the continent to destinations in Britain. A trip from Hamburg to Bristol, for example, would be shorter through the Dartford terminal (534 miles) than through the ports of Dover (578) in east Kent or Felixstowe (553) in East Anglia. Dartford, it is also claimed, can offer motorway all the way (130 miles) whereas the distances from the other ports

would be covered on a mix of motorways and other roads. They are given as 187 miles through Dover, and 192 through Felixstowe.

Hopes for the Dartford ferry terminal go as far as the possibility of its taking passengers in the long term, but most of its present great expectations focus on the project with which it goes hand in hand, the Crossways 25 centre also being

developed by Blue Circle. The centre, where junction one of the new M25 will meet the southern entrance to the Dartford Tunnel, is expected to put users within one hour's drive from all the intersections of the M25 with other motorways, as well as Heathrow and Gatwick airports. Developers hope the centre's industrial, warehousing and distribution complexes will cover 150 acres and become a

Construction work on the much-needed M25, which will open up communications with Rochester airport, and bring Gatwick and Heathrow within easier reach by road

fully integrated interchange between road, rail and sea-borne transport.

North Kent's other port is Sheerness, run by the Medway Ports Authority, with five deep-water terminals, and more than 60,000 sq metres of covered warehousing and transit space. The authority says the average turn-round time of an accompanied trailer passing through its terminal is about one hour and the port handles 3,000 cars, 3,000 tonnes of packaged fruit or 4,000 tonnes of forest products a day.

Little is mentioned by developers, about rail links from north Kent, yet Dartford was one of the first places in the country to have a rail service. The trains came in 1849. A passenger and freight line from Kent directly across the capital is the line from Dartford through Lewisham, Nunhead and Denmark Hill to Clapham.

Users of the North Kent line through Dartford, the Medway Towns, and its branches to the rest of Kent have to cross London from the southern termini to get to the lines for the north and west. The North Kent line is heavily used by commuters working in London, and Chatham, for example, has two trains each hour. The fast train time to Victoria is 42 minutes. Kent County Council has a policy of encouraging freight movement by rail where possible, and there are lines carrying cement from Northfleet and oil from the Isle of Grain.

Unemployed, but fighting back

Many of the region's unemployed are older people made redundant by the traditional industries, but more than a third are under 25. The Medway Towns Young Unemployed Project appears to be doing an outstanding job, using ideas from a wide range of sources.

The project, a registered charity, was set up two years ago, by a group including local companies and the Manpower Services Commission, for people aged 17 to 25. It began by running two "drop-in" centres for young unemployed people, and is now beginning to help to create jobs. Sam Field, the project coordinator, and David Perry, of GEC Avionics, are advising businesses, including a picture-framing company, a potter and a scooter spares maker which have moved into small units.

Its Standby Scheme, allows young entrepreneurs to work for up to 29 hours a week and holds their earnings, apart from one-sixth which goes towards administration costs, giving them non-cash credits, so that they can continue to draw unemployment benefit, and keep the

earnings as capital once their businesses are better established.

The project has also been taking note of the idea by the Industrial Society, the national body which fosters links between education and industry, for giving young entrepreneurs a "Headstart in Business". That scheme, pioneered in London, has already launched a number of young people in business, picking them from entrants in a competition, and offering a training course and workplaces.

Now the Medway project is considering research done for it by the advisory group Job Ownership, which covers the possibilities in particular of cooperatives.

Another area the project has been exploring is horticulture: the aim would be to produce vegetables not offered elsewhere, for example, vegetables used by the Medway Towns' Asian population. For workplaces, the project has been offered a lease on 11,000 sq ft of workshops from Gillingham Borough Council at Lower Twydall Lane, with rent discounts for occupants.

A little more for those in need

One of Orwell's characters holds that "Kent's a tight county", for those in need, but small businesses and unemployed people have a wide variety of sources of help, many of which have sprung up in the past year or two.

Indeed the Medway Towns can claim to have persuaded the Government to release extra funds for unemployed people who want to be entrepreneurs, by pioneering, with a handful of other areas across the country, the Enterprise Allowance Scheme. It was largely on the strength of the working of the scheme in Kent that the Government extended the idea nationwide, allowing unemployed people £40 a week for the first year while running a business.

Now a drive is on to provide more small industrial premises across Kent, especially in the north's unemployment black-spots, and to co-ordinate the

of the aims of the Kent Economic Development Board, set up this year, is to help small companies.

Indeed the board may prove to be one of the more far-reaching channels of assistance. Its financial officer is Mr Peter Beckham, a National Westminster Bank manager in Maidstone, and the board is considering starting a business expansion scheme aimed at local investors. A fund of about £250,000 for high-risk venture capital is envisaged, to offer investment in amounts between £20,000 and £30,000 in local companies, although it is thought that smaller amounts would be possible. Investors would get tax relief, under the government's scheme to encourage small businesses. The Kent fund is likely to be for companies which have not been able to find finance elsewhere. It is unlikely to fund high technology ventures.

But that is for the future. For the moment, the Kent County Council Employment Fund has already allocated £330,000 to small companies and to groups which help small firms, and its funds are backing projects in Gillingham, Swale, Gravesham, and Rochester. Some of the money, part of a £30,000 contribution, has gone to three companies which have set up at Chatham dockyard.

Another scheme, for grants and loans to small rural industries, also operates in Kent, and is run jointly by the county council and the Council for small industries in Rural Areas (CoSIRA).

Gillingham offers discounts on rents, including those for units at its small "seed-bed" development in Pier Road.

Meanwhile the Medway Towns are pressing on with their own innovations. These include the Medway Enterprise Village, where for the last five months more than 20 companies employing about 30 people have been using some of the 50 units the district council has provided in an old factory. The manager, Mr Arthur Ford, and the local authority advise on such matters as filling in VAT forms, and provide security services, waste disposal, cleaning, and telephones.

Now the county council's own study of small firms, which was published last year, calls for more co-ordination of efforts between the 14 local authorities, the seven enterprise agencies, and other groups, and one



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Blue Circle put down its roots in Kent at the beginning of the century. Though we have since grown to become a world leader, Kent remains at the heart of our UK operations.

- * Cement - Northfleet Works is Britain's biggest and has recently undergone a £20 million energy saving conversion
- * Bricks - the only traditional London Stock brick still being manufactured comes from our Sittingbourne Works
- * A new port - the Dartford International Ferry Terminal will be a vital new roll-on/roll-off facility being built on reclaimed land
- * Distribution centre - Crossways 25 will provide back-up to the port, with over 150 acres for industrial, warehousing and distribution complexes
- * Industry - the Eurolink Estate at Sittingbourne is a 520,000 square feet joint development on a restored works site
- * Housing - 440 homes on a joint development at Snodland with others planned
- * Land reclamation - using domestic refuse to achieve high standard restoration of quarries
- * Research, engineering, technical services and world wide consultancy facilities - based at Gravesend and Greenhithe
- * Community support - in many ways from helping to set up the Gravesham Industry Enterprise Agency to opening our company museum to the public

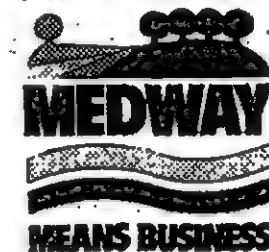


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IN MEDWAY?



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Centre
Chatham

Legal & General Assurance (Pensions Management) Ltd. and County & District Properties Ltd., together with all their tenants and staff, extend to

HER MAJESTY THE QUEEN

on the occasion of her visit to the Medway towns our sincere best wishes for a very interesting and successful day



County &
District
Properties



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General

THE TIMES Portfolio

From your Portfolio card check your eight share price movements. Add them up to give you your overall total. Check this against the daily dividend figure published on this page. If it matches you have won outright or a share of the total daily prize money stated. If you are a winner follow the claim procedure on the back of your card. You must always have your card available when claiming.

No.	Company	Share price	Dividend
1	DRAPERY AND STORES		
2	Harrods		
3	Primark		
4	Lee Cooper		
5	Harrods (J)		
6	Harrods (J)		
7	Harrods (J)		
8	Harrods (J)		
9	Harrods (J)		
10	Harrods (J)		
11	Harrods (J)		
12	Harrods (J)		
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37	Harrods (J)		
38	Harrods (J)		
39	Harrods (J)		
40	Harrods (J)		

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £20,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	TOTAL

BRITISH FUNDS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

SHORTS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

MEDIUMS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

LONGS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

BREWERIES						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

BANKS DISCOUNT HP						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

ELECTRICALS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

BUILDING AND ROADS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FINANCE AND LAND						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FINANCIAL TRUSTS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FOODS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

CHEMICALS, PLASTICS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

CINEMAS AND TV						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

DRAPERY AND STORES						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

INDUSTRIALS A-D						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

ELECTRICALS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FINANCE AND LAND						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FINANCIAL TRUSTS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
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12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

FOODS						
1984	High	Low	Company	Price	Chgs	Yld %
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00
12/10	100.00	99.50	British Fund	100.00	0.50	10.00

216	Marble (PC)	278
217	Marble/Mosaic	290
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THE TIMES
FINANCE AND INDUSTRY
Executive Editor Kenneth Fleet

Dramatic turn of events in Nicholas Kiwi battle

The transworld takeover battle between Britain's Reckitt & Colman and America's Consolidated Foods for control of Australian company Nicholas Kiwi took a strange and dramatic twist yesterday, which should make it remember with some pride the development of our own takeover code.

Consolidated said it would raise its bid, now A\$4.02 a share to top Reckitt's A\$4.30 cash bid, worth £258m, and said it anticipated making a all cash consideration available, but as not definite. It also repeated the formula of the first bid, which won Nicholas Kiwi board approval, to buy 100 per cent of Kiwi's overseas assets and leave the Australian assets as an Australian listed company 85 per cent owned by Australians.

What Consolidated did not say, was what price it would pay. This vital piece of information is being withheld from shareholders until tomorrow's extraordinary meeting, when Nicholas Kiwi shareholders will be asked to vote on a bid they will only have learned of a few minutes before the meeting.

Shareholders who are not at the meeting will have no chance to vote and Reckitt & Colman will have a chance to counterbid.

The board of Nicholas Kiwi should postpone tomorrow meeting. Even Kiwi does not know what Consolidated's revised offer will be but because it agreed to the American company's first bid, it feels it must go along with the second.

Reckitt will go to court for an injunction to stop the meeting, if the Kiwi board does not call it off. The Australian regulatory authorities should also be concerned at the railroading of shareholders, which thankfully could not happen in Britain. But they may not be able to intervene because Consolidated is not making a full-scale bid. It is only bidding for 78 per cent of Nicholas Kiwi.

Shareholders should be given proper time to consider their options and the takeover battle should be allowed to run its course. Reckitt has never said its A\$4.30 offer is final and the bidding could go considerably further. Consolidated is a rich company with far American dollars to spend. There is no reason why it should not win a fair bid.

Reckitt has added to its stake in Kiwi and now holds 20 per cent, making it the single largest shareholder. If it adds to its stake now to 30 per cent, Consolidated's bid, it will be to raise its offer price to that paid in the market. Kiwi shares are now trading at A\$4.60.

The views of the Nicholas Kiwi family interests remain crucial. Three families control more than 40 per cent of the shares and in the first round of bidding they supported Consolidated. Reckitt will have to persuade them to win the day. At the moment Reckitt is cast in the guise of champion of the Kiwi shareholders. In trying to win itself time, it is trying to win time to consider their alternatives.

Lesson for Britain in US productivity

Productivity failed to rise at all in the United States in the third quarter of this year - or at least in what is termed the non-arm business sector. Although that is the first quarter in which productivity has failed to rise for more than two years - and comes after a good three months in the spring - it is only a more dramatic instance of the failure of productivity to play a really significant part in the US recovery. Over the 12 months to June, US productivity had risen by only 2.9 per cent, which now sinks to 2.3 per cent for the year to September.

From this side of the Atlantic, it sounds like just another feature of the current looking-glass world of international economics, where higher inflation or budget deficits send the dollar up instead of down. The Government has consistently told Britons that employment can rise only if productivity improves sharply. Yet as the London Business School reminded us over the weekend, the boom

in British productivity compared to output, though now slowing, threatens to keep unemployment edging upwards. In the United States, by contrast, the failure of productivity to rise has helped employment respond much more directly to output growth.

It may not seem fair, but that is history's fault rather than the Chancellor of the Exchequer's. The United States can manage with lower productivity growth, simply because its exposure to foreign trade is proportionately so much smaller than our own. The lesson here for Britain is that policy should encourage the development of largely non-traded sectors such as construction.

In this topsy-turvy world, it is hard to say whether the descent to static productivity in the United States carries the seeds of its own destruction. It appears to be a reflection of slower output growth rather than diminishing returns. But in a boom past its peak, it is hard to separate these elements. Unit labour costs are estimated to have risen at a 3.7 per cent rate in the third quarter, in line with hourly wages, which is disappointing rather than any sign of impending rampant inflation.

It remains to be seen whether the recent spate of relatively higher wage settlements will stimulate demand and output or simply run up against stagnant productivity. The latter, at least, would support Dr Henry Kaufman's view that higher demand for money will push interest rates up by 2 per cent next year.

Saving the Loan Guarantee Scheme

Extension of the Loan Guarantee Scheme for helping finance small businesses, which is due to run out in its current form at the end of the year, is now the subject of stiff argument in Whitehall. Its sharpest critics have inevitably been at the Treasury as losses have mounted in what was supposed to be a self-financing scheme.

The Department of Trade and Industry, where small businesses minister Mr David Trippier, is the key man involved, is suggesting two important changes for a new scheme. Both represent a tightening up. But an attempt is also apparently being made to bring down the premium charged to borrowers. This went up from 3 per cent to 5 per cent this year. Mr Trippier is known to be unhappy about that.

Currently, borrowers can opt out of putting in their own money if they are unable or unwilling to do so. That "unwilling" would be struck out, to counter any allegations of the taxpayer being ripped off. Closer monitoring of loans could also be made mandatory. This would mean compulsory monitoring by an accountant for the bank.

An additional idea is that counsellors of the department's small firms service could also in a less formal way be drawn into the monitoring process. Where they have been involved in the Enterprise Allowance Scheme, failure rates have been around one in five, compared with one in three at best under the loan guarantee scheme.

Both tightening up moves sound sensible. That is happening in the Netherlands where a similar scheme has been running far longer; there a reduction in the 100 per cent Government guarantee is very much on the cards as losses have mounted with failure rates running at the British level.

But with applications for loans in Britain down by as much as a half, according to some anecdotal reports from banks, action to reduce the premium looks desirable if the scheme is to make a real contribution to floating small businesses with their job-making potential. Maybe a *quid pro quo* on that would be further to increase the exposure of the banks which has already risen from 20 to 30 per cent. It looks due for an eventual Cabinet decision, and that means the Prime Minister's support for small business initiatives could again be the crucial factor.

Opec to cut oil production by 1.5m barrels a day

From David Young, Geneva

The Organization of Petroleum Exporting Countries last night reached agreement that will cut its oil output by 1.5 million barrels a day in a move designed to keep prices at their present levels. Opec ministers hope their decision will result in Britain and Norway returning their North Sea oil prices to above the Opec level of \$29 per barrel.

Opec's president, Dr Subroto of Indonesia, said last night that agreement had been reached on the size of the output cut, but ministers of the 13 member nations will now remain in closed session until it is decided how the cuts should be spread.

Saudi Arabia had made it plain that it can no longer take full responsibility for regulating

Opec output by cutting its own production. Opec is also to attempt to persuade the non-Opec producers that they should limit output until demand forces spot market prices up to and beyond the present Opec market price of \$29 a barrel.

In Geneva yesterday the organization for the first time allowed delegates from two non-member producers, Egypt and Mexico, to attend its ministerial meeting. Both are already understood to have agreed to make output cuts if Opec takes such a decision, although the Egyptian representatives have said that their cut will be "symbolic" because of continuing high demand from its domestic market.

Shachut Ahmed Zaki Yama-

ni, the Saudi Arabian oil minister, said yesterday that all Opec members have agreed on the need for output cuts.

However, one of the main problems which has emerged is the inability of Saudi Arabia to make production cuts of the size that other members had expected, and which Saudi Arabia itself had indicated would be possible.

Saudi Arabia had been expected to bear the brunt of any output cut, which is expected to be about 2 million barrels a day from the present Opec ceiling of 17.5 million. However, Shachut Yama-

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Pound falls 1.1 cents

The dollar rose sharply at the start of its last full trading week before the US election. Dealers reported that the near certainty of President Ronald Reagan's re-election, together with some bullish comments late in the day by the Treasury Secretary, Mr Donald Regan, helped sentiment.

Sterling dropped 1.1 cents against the stronger dollar to close at \$1.2185. The sterling index fell 0.2 to 74.9. The dollar gained nearly 3¢, plunging against the Deutsche mark to DM13.0715, in a general rise which saw the dollar index up 0.9 at 142.1.

Most of the US banks that failed to cut prime rates to 12 per cent on Friday did so yesterday, although the general tone of US interest rates was firmer. The Fed Funds rate rose to 10 per cent and US Trust raised its broker loan rate from 10.25 to 10.75 per cent.

STOCK EXCHANGES

FT-SE 100 Index: 1156.1 up 5.6 (high: 1136.1; low: 1126.8)
FT Index: 878.2 up 5.0
FT 100 Share: 1156.1 up 5.6
Barrings: 19.476
Dow Jones Industrial Average: 1,203.26 down 1.66
Tokyo Nikkei Dow Jones Index: 11,176.93 up 25.88
Hong Kong Hang Seng Index: 1,059.30 down 17.54

CURRENCIES

STERLING
Sterling Index 74.9 down 0.2 (range 75.0-74.8)
\$1.2185 down 1.10 cents
DM 3.72 down 0.01
¥ 111.39 down 0.03
Sfr 298.50 down 1.25
Dollars
Index 142.1 up 0.9
DM 3.6715 up 0.0340
New York Gold: 340.00
Sterling \$1.2185
Dollar DM 3.7200
INTERNATIONAL
ECU £0.60178
SDR £0.816239

INTEREST RATES

Domestic rates:
Bank base rates 10%
Finance houses base rate 11
Discount market loans week fixed 10% + 10%
3 month interbank 10% + 10%
Euro-currency rates:
3 month dollar 10% + 10%
3 month DM 8%
3 month Fr 11% + 11%
US rates:
Bank prime rate 12.00
Fed funds 10
Treasury long bond 10% + 10%
ECGD Fixed Rate Starting Option Finance Scheme IV Average reference rate for interest period September to October 2, 1984, inclusive: 10.84 per cent.

GOLD

London fixed (per ounce):
am \$335.80 pm \$336.25
close \$335.50 - \$336 (277.25 - 27.75)
New York (latest): \$335.55
Kruggerand (per cent): \$345.50 - \$347 (228.75 - 226.75)
Sovereigns (new): \$79 - \$80 (\$35.50 - \$36.50)
Excludes VAT

Treasury to settle spending rift

By David Smith
Economics Correspondent

The "Star Chamber" of ministers attempting to rein back public spending for next year is to look to the Treasury to agree a compromise.

The Star Chamber, headed by Lord Whitelaw, the deputy prime minister, has been given another week to come up with a solution to the problem of £1.5 billion to £2 billion of excess bids by spending departments.

The matter is due to go before the full Cabinet early next week, with the Treasury's autumn economic statement expected around November 13. The aim will be to retain the planned total of £131.6 billion of public expenditure for 1985-86, published last March.

Lord Whitelaw's Star Chamber has been active for the past two weeks, interviewing ministers from most of the spending departments. Social security, defence, and local government spending have posed the main



Lord Whitelaw: grappling with the big spenders

Acrow deal defended by receiver

By Jeremy Warner

The surge in the dollar against the pound may have played an important part in the sale of Britain's largest crane company to an American group.

The receivers at Cole Cranes, the biggest part of the failed Acrow engineering group, yesterday defended their decision to sell the Sunderland-based company, which employs about 1,000 people, to the American-owned Grove crane manufacturing group.

The receivers had been accused of reneging on an agreement to sell the company to a local management consortium led by the company's previous managing director, Mr David Steel.

But Mr Michael Jordan, of Cork Gully, the accountancy firm specializing in insolvency, said that the American bid had been raised to "significantly higher" level than the management offer and that there had been no unconditional agreement to accept the management bid.

Mr Jordan came under further attack yesterday from local Labour MPs. Mr Gordon Baggie (Sunderland South) accused the receivers of "unethical behaviour". Mr Bob Clay (Sunderland North) said the management consortium had been treated in a shameful manner.

Mr Jordan said: "We seem to have walked into a political minefield here, but there was nothing unethical about the way we handled this sale. My obligation as a receiver was to sell to the highest bidder. Grove has given assurances about continuing crane production in Sunderland so I believe I have also discharged my social obligations."

According to Mr Jordan, Grove, which is part of the Kiddie group of New Jersey and already has a manufacturing base in Oxfordshire, said it was dropping out of the bidding for Coles the Saturday before last.

However, on Thursday night it came back with an offer "significantly higher" than the management bid which, according to Mr Jordan, had still not been agreed unconditionally at that stage.

Plantation & General in £2.9m cash call

By Philip Robinson

Mr Konrad Legg's Plantation & General Investment group plans to raise £2.9m from shareholders in the wake of troubled pre-tax profits, boosted by buoyant oil prices.

The group is issuing more than £2m worth of 9 per cent unsecured loan stock convertible into ordinary shares of the company during the years 1988 to 1999. Taking the loan stock at par, conversion would value the ordinary shares at 307p. The shares jumped 12p before settling to a 7p rise on the day at 293p.

Until last spring, Plantation was an investment company whose shares were traded by special permission under the 163 (2) rule of the Stock Exchange. But the acquisition of

a majority stake in the British engineering company of Telford gave it sufficient profits to be eligible for a full Stock Exchange quotation.

For the six months to the end of last June, Plantation reported pre-tax profits of £338,000 to £1.1m on a turnover which rose from £1,034m to £4,68m. After deducting the £88,000 cost of gaining a full listing, shareholders' profits increased from £232,000 to £606,000.

The interim dividend went up from 1.5p to 2p.

Terms of the loan issue are £7 worth for every 10 ordinary shares held, £723 for every £500 of the 12 per cent loan stock held, and £175 for every £200 of the convertible loan notes.

Institute of Directors hits EEC

By Edward Townsend
Industrial Correspondent

The Institute of Directors today joins the growing argument about the future of the European Economic Community with a strongly worded attack on what it calls the EEC's indecisiveness.

In a submission to the Commons Treasury and Civil Service Committee, which is investigating the financial and economic consequences of British membership, the institute expresses concern about "the continuing failure of the EEC to fully implement important parts of the Treaty of Rome."

It adds: "We regret the lack of serious political commitment to the revitalization of the European economy, not by extravagant schemes of inflationary or redistributive public expenditure, but by the simpler and sounder establishment of a competitive European enterprise economy without internal barriers to trade in goods and services."

A new survey of members, says the IoD, reveals that 24 per cent believed British membership resulted in tangible benefits for their company.

Asda attacks superstore restrictions

By Derek Harris, Commercial Editor

Asda, the superstores division of Associated Dairies, yesterday accused local authorities in the London area of taking restrictive attitudes to new superstores.

The authorities' reluctance to grant planning permission for large superstores was reducing competition and threatening to create an "unhealthy duopoly" by J. Sainsbury and Tesco Stores, Asda said.

Sainsbury and Tesco together have 54 per cent of the total square footage in food stores of

more than 10,000 square feet selling space in the London area according to Mr John Harman, managing director of Asda Stores. They are set to increase this to 66 per cent by 1989, he said. That estimate does not include 24 schemes for which no retail operator has yet been decided, so the degree of dominance could increase, he added.

Asda says that Sainsbury and Tesco have combined share of well over half the packaged

grocery market in the London television region.

It argues that although more superstores are now being given planning permission in London they tend to be smaller rather than larger superstores.

Because Asda looks to the larger stores it can be at a disadvantage, it says. It also argues that the London area has comparatively fewer superstores than the rest of the country.

It has four in London, with its largest at Charlton opening this week.

NOTICE OF REDEMPTION

To the Holders of

HILL SAMUEL GROUP PLC

(formerly Hill Samuel Group Limited)

8 1/4% Bonds Due 1986, Due November 15, 1986

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of November 15, 1971 providing for the issue of the Bonds, Hill Samuel Group Limited has been selected for redemption on November 15, 1984, through operation of the mandatory Sinking Fund at the redemption price of 100% of the principal amount thereof, together with accrued interest thereon to said date, as follows:

OUTSTANDING BONDS OF £1,000 EACH BEARING THE DISTINCTIVE NUMBERS ENDING IN ANY OF THE FOLLOWING TWO DIGITS:

28 26 27 29 37 41 40 58 64 67 68

ALSO OUTSTANDING BONDS BEARING THE FOLLOWING NUMBERS:

357 1057 1387 4657 8457 10957 13057 13157 13757

On November 15, 1984, the Bonds designated above will become due and payable in such coin or currency of the United States as at the time of payment shall be legal tender for the payment of public and private debts. Said Bonds will be paid, upon presentation and surrender thereof with all coupons appertaining thereto maturing after the redemption date, at the option of the holder either (a) at the corporate trust office of Morgan Guaranty Trust Company of New York, 138th Floor, 30 West Broadway, New York, N.Y. 10013, or (b) at the main offices of the following: Morgan Guaranty Trust Company of New York in Brussels, Frankfurt am Main, Paris and Zurich; Hill Samuel & Co. Limited in London; Credito Romagnolo S.p.A. in Milan and Rome; Algemeene Bank Nederland N.V. in Amsterdam; and Kredietbank S.A. Luxembourg in Luxembourg. Payments at the offices referred to in (b) above will be made by check drawn on a bank in New York City or by transfer to a dollar account maintained by the payee with a bank in New York City. Such payment made by transfer to an account maintained with a bank in the United States by the payee may be subject to reporting to the United States Internal Revenue Service (IRS) and to backup withholding of 20% of the gross proceeds if payee not recognized as exempt recipient fail to provide the paying agent with an executed IRS Form W-9 in the case of non-U.S. persons or an executed IRS Form W-9 in the case of U.S. persons.

Coupons due November 15, 1984 should be detached and collected in the usual manner. On and after November 15, 1984 interest shall cease to accrue on the Bonds herein designated for redemption.

HILL SAMUEL GROUP PLC
By: Morgan Guaranty Trust Company
of New York, Trustee

Dated: October 11, 1984

NOTICE

The following Bonds previously called for redemption have not as yet been presented for payment:

743 3514 3810 7181 7191 7210 8735 16243 18225 18014

Deadline set for Esal rescue plan

The controversial scheme by which a consortium of banks hopes to rescue Esal (Commodities) from compulsory liquidation will be rejected unless it is formally put before the High Court on November 7, a judge said yesterday.

Mr Justice Harman adjourned consideration of the scheme to come on at the same time as a petition by London & Overseas Sugar to wind up the company.

London & Overseas was substituted as petitioner on October 16 after the judge said that factors against the scheme were heavily in favour of its exercising his discretion. AVANA GROUP, the foods manufacturer, has increased pre-tax profits for the 26 weeks to September 29 to £7.7m, up from £6.7m. Sales rose from £55.4m to £98.6m.

Tempus, page 24
George Williamson has raised its bid for Romai Tea Holdings to £11.25 a share, worth £4.4m. The independent director of Romai has accepted the revised terms.

TKM shareholding sold

Mr Ken Thorogood, who retired as chairman of troubled Tozer Kemsley & Milbourn almost two years ago, has sold all but 200,000 of his shares for about £1.2m.

TKM announced the sale of his 8.1 per cent stake yesterday. It went to New Zealand entrepreneur, Mr Ron Brierley, who runs the Australian-based investment group IEP and his

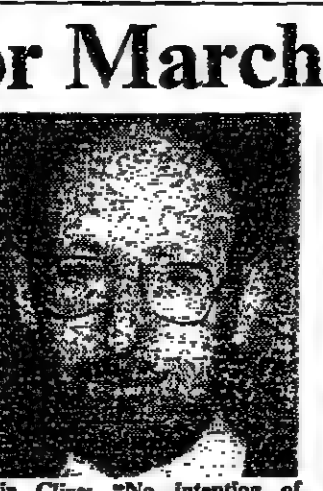
stake in TKM to 24.79 per cent. It means that 40 per cent of the company is now in the hands of three shareholders.

The Arab Investments group Mass Development owns 5.4 million shares and Coast Investments has 2.7 million. Earlier this month the group reported a £1m fall to £2.37m in half time profits for the six months to the end of June.

In an interview with the trade newspaper Home Computer Trade Weekly, Sir Clive predicted: "We are hoping to make it March. Obviously it depends on market conditions, but we've pencilled in March."

The company has been expanding rapidly in the export market since Sir Clive sold 10 per cent of his company last summer for £12.9m. That put a valuation on the company of about £130m.

Sir Clive said: "We're selling



Sir Clive: "No intention of ceasing to innovate"

an electric car. His flat screen television was launched last September and last summer he established a £2m advanced

research laboratory, called Metrolab, on an idyllic site at Milton Hall, outside Cambridge.

Sir Clive has also confirmed that the United States will be one export market which he intends to exploit. The QL and the Spectrum Plus are to be sold extensively there.

Sir Clive considered taking space at the now defunct De Lorean factory in Belfast, Northern Ireland, but has opted for two sites on which to develop and produce his electric car. Metlaby Tydfil, Mid Glamorgan, looks a likely bet for the production of the car and the Warwick Science Park, now being planned at the University of Warwick, could be the centre for research and development.

FINANCIAL SERVICES

Schism threatens unit trusts

By Richard Thomson

Commission rate
discord drives
industry
to brink of
open warfare

The unit trust industry is now in danger of a serious split over the level of commission rates paid to brokers and other intermediaries who sell units as a means of saving. Moreover, the strain showed in a recent vote among members of the Unit Trust Association (UTA) on a resolution to raise initial commissions on regular savings schemes from 3 per cent to a maximum of 20 per cent of the first year's premiums. The required two-thirds majority was only narrowly achieved on the association's ruling committee, with 19 voting in favour, nine against and 19 abstaining.

Changes in tax law and the investment status of unit trusts are likely to intensify disagreements over commissions. As the temperature rises, the UTA may have to induce in some intricate footwork to try to preserve some kind of agreement without losing any of its members.

Pessimistic observers already foresee a time when the commission structure will break down altogether — as that of the life assurance industry did nearly two years ago.

Ironically, this is partly the result of success. Between 1979 and today, the value of unit trust funds under management has more than tripled from £4 billion to £13 billion. Much of this increase represents new investment — the number of accounts has risen by about 300,000 over the same period — but a large part is simply due to good investment performance.

If unit trusts have proved successful, their prospects look even better. The possibility of becoming authorized investment managers under the new pensions legislation being planned by the Government — for example, opens spectacular new vistas for the industry. The withdrawal of life assurance premium relief (LAPR) has already opened important fresh opportunities, by making the tax treatment of investing in unit trusts much more equal with life insurance savings schemes.

As in many other areas of the

financial services sector, competition is increasing. More people want a bigger share of the profitable savings and investment business.

Much of the impetus for the recent UTA commission move came from the loss of the 15 per cent LAPR advantage on insurance schemes. Some unit trust companies see this as a chance to market their own schemes more aggressively, but many, particularly the smaller companies, clearly do not like the change.

To persuade a unit trust manager to admit publicly that there is any serious dissension within the UTA is like trying to squeeze water from a stone. Privately, many managers admit to considerable misgivings. One member of the UTA executive committee, for instance, admits that the vote for higher commissions was necessary to preserve the agreement.

Many of the companies, such as M&G, which voted in favour of the new rate did so only on this basis, he says, not because they genuinely felt higher commissions were desirable. "If the UTA vote had not gone through some groups would have left the association," said another manager.

Within days of the vote, Brown Shipley called a meeting of about 10 of the smaller management companies — those with less than about £50m under management. These companies, thought to include groups such as Kleinwort Benson and Touche Reimann, wanted to have their own voice on the UTA committee. Mr Paul Talbot, of Brown Shipley, said: "There is a need to have a small-group representative on the committee."

The problem, as the smaller companies see it, was that the higher commission was forced through by large companies such as Britannia, Henderson and Saver & Prosper, which dominate the committee — with insufficient consultation. The bigger companies are most likely to introduce the increased commission schemes, because they have the financial power to afford them.

So far, the UTA vote has been seen essentially as an aggressive move to compete more strongly with the insurance companies. To some extent, it was. But it can also be seen as a defence against

outside competition, and, as such, a harbinger of something more significant. As Mr Paul Bateman of S & P put it: "The decision was to position the industry against future competition. But as the UTA did not fall apart, it was a protection against life assurance companies, particularly linked-life companies, coming into the unit trust market, without being bound by UTA rules."

Such companies are used to paying higher commissions than unit trust companies on their savings schemes.

There is strong evidence that insurance companies are increasingly tempted to join the rich rewards of the unit trust market directly, rather than simply through links with other trusts. Last year, for example, the Department of Trade and Industry authorized 90 new unit trusts. This year it expects to authorize more than 120.

While many of the new funds are from established unit trust groups, a growing number are from companies entering the field. No less than 13 insurance companies are setting up subsidiaries this year to run unit trusts.

Companies still to launch unit trusts are cagey about admitting it, but there is plenty of evidence. Mr Bateman said: "The interest from insurance companies is clearly growing. They suddenly know so much more about setting up and running unit trusts than they did a year ago."

A spokesman for a linked-life company agreed: "It seems clear that an increasing number of insurance companies are planning to set up unit trusts. Obviously, this recent development is an instant response to the loss of LAPR in the last Budget."

With insurance companies used to paying commissions of

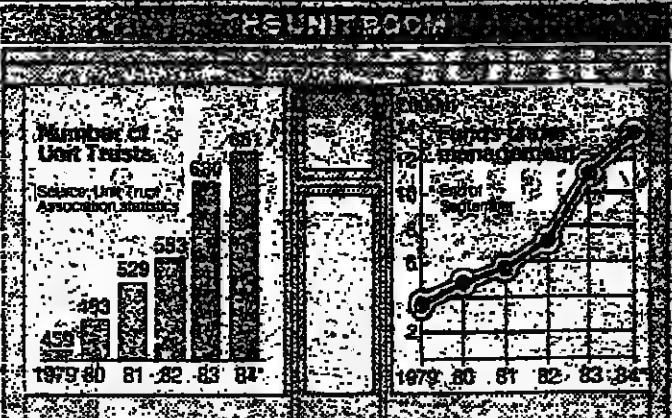
30 per cent and, in some cases, much more, of first-year premiums, on some savings schemes, the challenge to UTA members is obvious. Not surprisingly, they tend to play down the problems. But as the commission vote suggests, the larger companies are likely to respond rapidly in kind to further competition from outside the UTA.

This is not something any group in the UTA wants to see — least of all the small companies with little money to spend on marketing. But it may not be something they can avoid.

In the words of Mr Alan Wren, managing director of Touche Reimann's unit trust division: "I would certainly be loath to see a commission war. You only have to look at the experience of the Life Offices' Association to see the results of such a war."

Until 1979, unit trusts' overall management charges were clearly regulated by legislation although there was flexibility in how they were applied. The new Conservative Government abolished these limits and since then unit trusts have been legally free to charge what they like, though in practice they all tend to charge much the same.

The life offices have been threatened with disclosure of commission if they cannot come to any new agreement on scales. Disclosure might well be the answer and would surely be welcomed by the unit trust industry and consumers alike — the former because their commissions are so much lower than those on life assurance and the latter because the general public would know for the first time just how much is going into the pockets of intermediaries.



FOREIGN EXCHANGES

WALL STREET

Country	Rate	Change
USA	1.5400	0.0000
Canada	0.7100	0.0000
Japan	160.00	0.00
Germany	2.3600	0.0000
France	6.5500	0.0000
Italy	1.3600	0.0000
Spain	166.64	0.00
Switzerland	0.7000	0.0000
Netherlands	2.2000	0.0000
Belgium	36.36	0.00
Australia	0.6800	0.0000
New Zealand	0.4700	0.0000
South Africa	1.4800	0.0000
India	15.80	0.00
China	4.75	0.00
Hong Kong	7.80	0.00
Singapore	7.80	0.00
Malaysia	3.80	0.00
Thailand	5.00	0.00
Philippines	49.00	0.00
Indonesia	1,550.00	0.00
Brunei	4.75	0.00
Saudi Arabia	4.75	0.00
UAE	4.75	0.00
Oman	4.75	0.00
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Ghana	4.75	0.00
Sierra Leone	4.75	0.00
Liberia	4.75	0.00
Ivory Coast	4.75	0.00

Country	Rate	Change
USA	1.5400	0.0000
Canada	0.7100	0.0000
Japan	160.00	0.00
Germany	2.3600	0.0000
France	6.5500	0.0000
Italy	1.3600	0.0000
Spain	166.64	0.00
Switzerland	0.7000	0.0000
Netherlands	2.2000	0.0000
Belgium	36.36	0.00
Australia	0.6800	0.0000
New Zealand	0.4700	0.0000
South Africa	1.4800	0.0000
India	15.80	0.00
China	4.75	0.00
Hong Kong	7.80	0.00
Singapore	7.80	0.00
Malaysia	3.80	0.00
Thailand	5.00	0.00
Philippines	49.00	0.00
Indonesia	1,550.00	0.00
Brunei	4.75	0.00
Saudi Arabia	4.75	0.00
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Liberia	4.75	0.00
Ivory Coast	4.75	0.00

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● Support for
Sinclair QL: Page 27

COMPUTER HORIZONS

■ Edited by MATTHEW MAY

● Software: missing
money: Page 28

Some of Britain's leading information technology industrialists are putting the final touches to plans to launch a revolutionary technological institute funded by private finance. An announcement is expected this week.

The idea emerged from preliminary talks at the Department of Trade and Industry. Industrialists agreed to the idea, but the academic establishment rebelled saying that existing resources were under-utilised. The formula to be unveiled is a compromise.

Companies like STC, Racal, BICC, Thorn-EMI, Plessey and Cable & Wireless are expected to play a significant role in providing most of the funding to set up the new technology institute which will be based in Milton Keynes, Buckinghamshire. More than £10m will be required at first, but thereafter the institute is expected to be self-financing, producing an income from its courses to industry of about £25m a year.

For Britain it is a first and leaves the Germans, who have long nurtured the idea, far behind. It is however a dramatic change in attitude by British industry and will require an equally imaginative approach for the establishment in education.

The new institute will be attached to Cranfield Institute of Technology and it is no coincidence that Sir Henry Chilver, the vice-chancellor of Cranfield, is one of the principal proponents of the new college/university, and is an advocate of fresh

£10m needed to set up revolutionary institute

thinking to help Britain solve its skills shortage in IT.

It is the skills shortage which has precipitated the novel institute. More than 5,000 students a year will be given special conversion courses at the college. In addition more than 1,000 graduates and post-graduate places will be created to cater to the IT industry's needs.

The idea will require a long term commitment on the institute's funding and support. The industry has for years been whining about the poor quality of engineers. It was those complaints which resulted in the creation of the Engineering Council and the pressure which it has been attempting to exert on academia on the training/education of engineers and technologists.

The Government addressed the skills shortage in a study published in July. The report - one of two to come from the 16 man committee led by John Butcher, parliamentary under secretary of state for industry - called for joint ventures between industry and academia to solve the critical shortage of manpower. He was walking a political tightrope and was

fearful that any positive recommendation might be seen by the Department of Education and Science (DES) and the Treasury as a declaration of government policy.

The message was clear. Partnerships between industry and academia would mean that the product would be to the liking of industry, but there were many opposed to tanking with the balance which already exists between science and the arts.

THE WEEK

By Bill Johnstone

Whether it has been Butcher who has spurred the IT sector into action or whether the industry has realized that in the short term the academic establishment will not be responsive, is debatable. What is clear is that part of the establishment has responded.

The creation of the technological institute in Milton Keynes is expected to take place in parallel with the creation of more than 1,000 new IT

undergraduate places in Manchester. The imaginative Professor John Ashworth, the vice chancellor of Salford University, has been as active as Sir Henry Chilver in warning the Government about the critical shortage of IT skilled personnel.

In partnership with the National Computing Centre, the new undergraduate places are expected to be created as an Information Technology Institute based in Manchester. No decision has been taken but talks are scheduled between Government and Ashworth for December.

The education establishment is, however, taking stock of itself. The University Grants Committee has asked the universities to report on the courses they are running in the IT sector and how those facilities - equipment and teachers - can be improved so that they can accommodate more students.

About a dozen of Britain's 55 universities have already replied. The others are expected to respond before the deadline expires tomorrow.

The UGC has conceded that one of the critical problems is trying to compete with industry for highly

qualified personnel. Lectureships offered to working engineers/executives is a favoured solution.

Salford has been creating these visiting professorships in the last few years and have now more than six. The new partnership of Salford/NCC would be expected to use this model.

The very existence of such institutes is a breath of fresh air. Many institutions of higher education in the UK have been hampered in their progress and expansion by the lack of imagination. The musty smells of the academic cloisters have been matched with the fusty thinking of those who run many of our universities.

More allocation from the public sector will be required. An industrial university funded from the private sector is not sufficient. More monies will need to be channelled by the Government into education. It cannot rely on industry financing the expansion.

That is not an open cheque for the education establishment either. Academics have for too long been unaware of costs and only since the education cutbacks of recent years took effect have they properly addressed themselves to finance and alternative methods of funding.

The institutes at Milton Keynes and Manchester will not only assist in providing the education surplus in the short term but might be the catalyst to encourage the establishment to re-think its policy for the long term so that there is no repeat of the current IT skills crisis.

Puzzles galore on the way



The Times Book of Computer Puzzles and Games is published today in two volumes - one for the Sinclair Spectrum and the other for the Commodore 64. Each book contains more than 150 pages of computer listings with many of the puzzles and games having been sent in by Times readers.

Both books have been selected by Book Club Associates for inclusion in their Computer Book Club. The Times books are edited and compiled by Robin Bradbeer and Harold Gale. Published jointly by Times Books and Sidgwick & Jackson, each book will cost £6.95.

Why IBM will soon be in the vans

By Kevan Pearson

It now seems, after the Government's rejection of IBM's proposed joint networking venture with British Telecom, that IBM will soon enter the ranks of value added network suppliers.

The company is believed to have all the equipment, including communications processes and mainframe computers, already installed in order to launch a separate value added network service (vans) possibly early next year. Sperry, the US mainframe manufacturer, is the latest company to launch a van in the UK, joining ICL and the computer services company Istel, both vociferous critics of the now-abandoned IBM/BT deal.

Istel was particularly jubilant about the Government's rejection of Jove, as the IBM/BT project had been codenamed. An official said: "Either one of them (IBM and BT) could swap the vans market on their own; together no one would stand a chance against them."

The debate now is whether anyone will stand a chance against IBM operating a value added service of its own based on SNA, IBM's computer networking system. The company has been operating such a service in the US for several years. Its principal competitor there is American Telephone & Telegraph with its Net 1000 system. ICL's vans division has a link to Net 1000. But neither of the two services has made any money for its providers.

IBM's Information Network has been by far the most successful, offering more services and attracting more customers. Net 1000, on the other hand, has been a major embarrassment to AT & T.

Aggressive

The US trade magazine, *Datamation*, recently reported that the Information Network is in the red and likely to remain so for the near future.

That could be indicative that IBM, like AT&T, has its share of troubles in this new, developing market. It would also mean that IBM is not afraid of making losses in new business areas in order to establish itself, especially where its major competition is a significant telecommunications supplier.

The US case has close parallels with the situation in Britain since the rejections of Jove. The Government said it was for IBM and BT to develop separate services along the lines of the proposed joint service. But in a head-to-head clash IBM is holding all the aces.



Ron Back, director of BT's National networks

It is BT and the independent competition which can be counted among the losers if a rerun of the vans market in the US occurs in the UK. On the one hand IBM will be a fiercely aggressive competitor in the vans market as it quite rightly sees this as a major market area for the future. And IBM, like many other established computer companies, is having to look to new markets to maintain its planned growth rate.

As for OSI, that too could be a loser, at least in the short term.

The Jove plans called for a bridge between Jove and PSS. But many of the project's critics thought that was just to appease the government. Without Jove, however, OSI for IBM and BT could be well and truly relegated to second place.

Effective

The problem for OSI is, as Mr Ron Back, director of BT's national networks, said, at least two years away from the final definition and even further away from implementation.

OSI proponents, such as ICL, deny this and add that several vans service based on OSI already exist. The debate continues. OSI recently received two boosts from the Government. Both the Treasury and Government's own computer consultancy, the CCTA, backed OSI for government procurement. The problem with that is that many more companies and products support SNA than do OSI at the moment.

It seems it was Ofel's opposition to Jove which caused the rejection. The Government was, according to sources in the Department of Trade and Industry, ready to give the go-ahead, but could not ignore Ofel. Critics of Ofel have repeatedly pointed out that it will be over-stretched to look after BT, let alone Mercury and possibly IBM.

The 'most powerful' desktop machine arrives in US

IBM has announced several major offerings in hardware and software, ranging from a new revision of the PC/AT up to medium range mainframes, and software to link them together.

But while the US felt the fall force of the IBM announcement, British customers will have to wait for the most exciting parts, namely a version of the PC/AT which can run mainframe

software, and software for IBM's small systems aimed at office automation and networking.

The new PC is called the AT/370 and effectively replaces the XT/370 which was dubbed by early users as a "test machine" for IBM failing to see if there is a market for a really powerful desktop system running scaled down versions of

IBM mainframe software. The company obviously thinks there is a market for such a machine.

The AT/370 is probably the most powerful desktop machine so far. It uses three very powerful microprocessor chips for its PC-DOS and VM (IBM mainframe) operating systems.

The new software offerings mainly concern IBM's Dis-

playwrite word processor package for the PC. Now it will run on IBM's System/36 small office computer and the company has said it will run on its mainframes, too, but not just yet.

That means PCs will be able to swap documents with larger systems provided both run Displaywrite software - important in terms of IBM's emerging

office automation strategy. It is expected that System/36 will be added to the recently announced PC Network, to increase the range of functions users of the network can use.

Compared with these announcements the new middle order mainframes branch into relative insignificance; they merely extend the low range upwards and the top range

downwards so that they overlap. The new top-end 4381-3 will come in four versions, ranging from 8 megabytes to 32 with prices starting at around £500,000. The 3083 Model CX is a new low end, 3083 mainframe at a similar price. But much more important is when the new AT/370 and the software products will be announced in the UK.

The best business computer may not be the most obvious choice.

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But as you can see from the adjoining table, it has an awful lot going for it.

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For an exceptionally modest £1,690 (ex VAT), you get the Commodore 8296-D with a 128K memory (more than enough for most businesses needs).

You get three excellent - and essential - pieces of business application software worth over £800: (1) Database (filing) (2) Word processing (including a spell checker) and (3) Spreadsheet (financial planning).

And you get dual integral disk drives with an enormous 2.1 megabytes. (There's also an option of separate disk drives: same price, same memory.)

This simply means there's enough storage capacity to cope with every filing cabinet you can throw at it.

To illustrate what we mean, take a typical filing card system containing customer information or personnel details.

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For arguments sake, say 512, which is half a kilobyte.

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And we know from our experience that this is what you need.

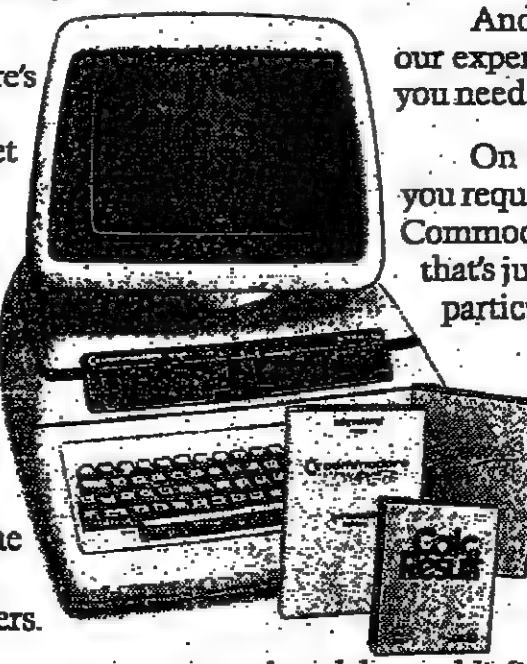
On top of which, should you require a printer, Commodore will provide one that's just right for your particular needs, from dot matrix to letter quality (daisy wheel).

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DUAL INTEGRAL DISK DRIVES (2.1 MEGABYTES, 17" 2.88K)	SINGLE INTEGRAL DISK DRIVE (800K)	DUAL INTEGRAL DISK DRIVES (800K)	DUAL INTEGRAL DISK DRIVES (800K)
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	PLUS 64K MEMORY MODULE, XT MONITOR/PRINTER, ADAPTOR, UK KEYBOARD AND DOS 2.1 (ONLY £499)		
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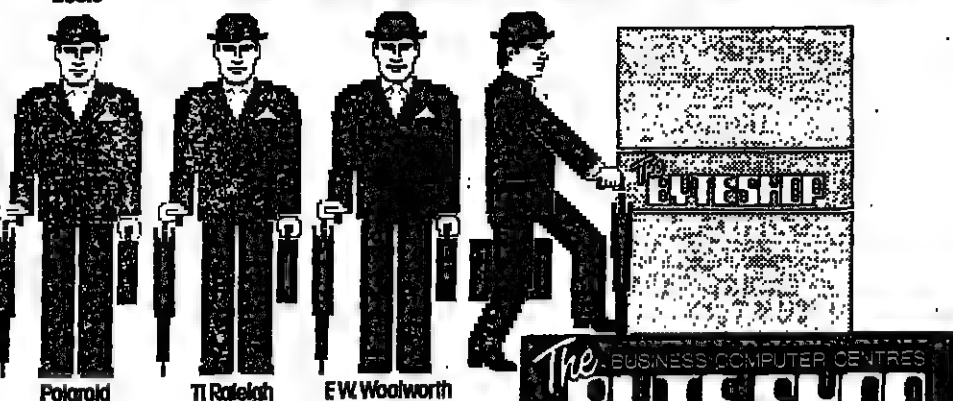
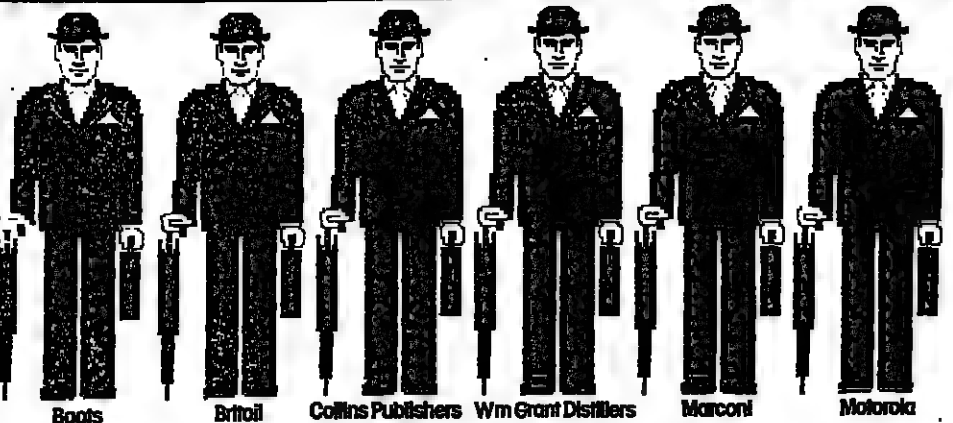
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Disaster diary of an analyst

If you are an experienced and capable systems analyst programmer and would like to keep your job you are warned to beware of getting involved in "evolutionary" office automation projects.

The cautionary tale which follows, and which is based on an anonymous report in the Institute of Data Processing Management members' journal, explains why.

Under the heading "Diary of a near disaster" a correspondent chronicles his short-lived involvement in a new project for his employer, a major multinational.

One Friday our analyst's manager called him in to break the news that he was to work on a new project, equipping the London head office with office automation and word processing equipment.

Ignoring the analyst's protest that he knows nothing about office automation the manager points out that "time is of the essence", and that the systems were to be installed and working on a pilot basis in two user departments within three weeks.

This meant that there would be no time for detailed requirements studies beforehand, rather the equipment was to be installed and then "evaluated", in-house under working conditions. This is what the manager describes as an "evolving" project. The analyst noted in his diary, "I have reservations about this unplanned approach."

He was dead right but instead of firmly saying no - difficult to do - he tried to rise to the challenge.

The following week he spent reading up on office automation and visiting the user departments to try to get at least a broad outline of what their requirements were. It turned out that the contracts had fairly simple requirements: a couple of screens for word processing. However, the treasury department "needed" not only word processing but some computing

JOB SCENE

By Graham Bunting

capability, and the ability to communicate with the head office in America. This meant getting in touch to find out what equipment was being used in the treasury there.

It was two weeks before contract was finally established with the right person in America. The project was already behind its schedule.

Meanwhile IBM and Wang had been asked to lay on demonstrations and presentations for the end user departments. Happily for our analyst it turned out that the US treasury department were using IBM 5520s. So he put in a swift recommendation to his boss to install 5520s in both departments. No go. His boss felt that the company already had too many eggs in the IBM basket. But what about the need for communication if the Wang equipment were to be installed.

Later that week a compromise was agreed to install both Wang and IBM. Wang in the contracts department and IBM in the treasury. The project certainly was evolving.

It then emerged that contrary to earlier assurances it was the user departments, not the DP department who were to pay the bill. After seven days of wrangling the question of who was to pay was resolved and it was possible to place orders on the suppliers. IBM, keen to impress, promised delivery in two days, our analyst was overruled by his boss and this madness was accepted, with the Wang scheduled, more realistically, for January.

The next day the technical specifications for the IBM were obtained. It weighed half a ton more than the permitted floor loading in the treasury department. The next day the machine was delivered and dumped, as a temporary measure, in the computer room until the floor could be strengthened. This was to take two weeks according to the building services manager.

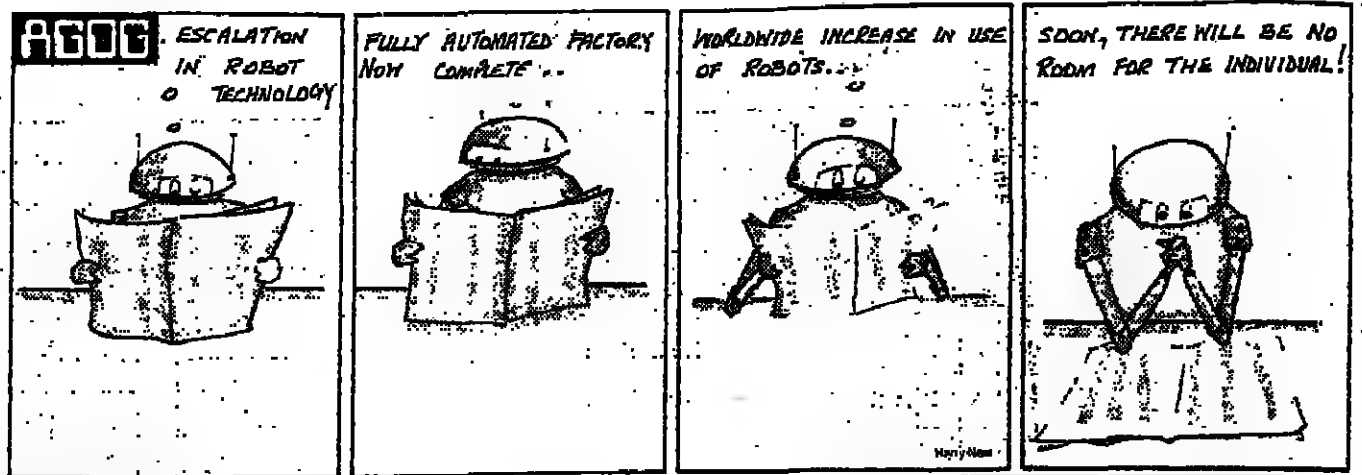
Our analyst arranged for a user training programme to start before going on a one week IBM 5520 implementation course. He returned to find no progress made on floor strengthening and a building services manager unwilling to give a new completion date, so he cancelled the user training.

The first rental invoice for the 5520 arrived while it was still sitting idle in the computer room awaiting the completion of its new quarters.

Finally the builders arrived, but the steel beams were too long to get into the building, so the builders departed, returning one week later with shorter beams. Finally the builders finished, which left only the vinyl flooring to be laid.

The 5520 was moved to its new home, on an imposing steel-reinforced dais. IBM arrived to wire up. Inevitably there was a hardware fault. This was fixed the next day, and the 5520 was at last ready for action.

We do not know what happened to this "evolving" installation subsequently, as the analyst, quite wisely in the circumstances, left for a much needed holiday before a new job.



IBM moves in with Topview; how soon before others follow?

By Martin Banks

History has already demonstrated that standardization in the world of personal computer operating systems is essential to the rapid development of the market. There was CP/M in the 8-bit era, and there is now the PC-DOS/MS-DOS axis in the 16-bit computer market while just over the horizon lurks the potential of Unix.

Now IBM may have changed much of the current picture with the introduction of the PC-AT computer and with the Topview operating system.

This is a particularly significant move, because whatever IBM does in operating systems today the rest of industry will try to follow tomorrow. With Topview, that may not be so easy as it was for PC-DOS.

Topview is a single-user, multi-tasking operating system, which means that it allows one user the chance to run several different programs simultaneously on one machine, a facility that will be instantly appreciated by any user whose computer had been effectively "locked-up" by a long and tedious print run and unusable for any other purpose.

More importantly, Topview marks IBM's first entry into the world of personal computer systems software with one of its own products. The system represents some 140K bytesworth of extremely significant program code.

That significance comes primarily from the two facts that, being intended for the PC-AT, it will attract all the major applications software developers as a vehicle for their products, and being an IBM proprietary product none of the many manufacturers of IBM compatible hardware will be able to get their hands on it.

As several of the major software companies are already developing applications for the new operating system, this is likely to leave many of the clone-makers out in the cold at the top end of the IBM-PC marketplace.

The company's choice of options in the systems software area is quite interesting, for the PC-AT, together with the version of the existing PC operating system, PC-DOS, for users looking towards single-user applications. For those looking towards multi-user applications - for which the PC-AT machine is well-suited - there is a version of AT&T's Unixfrom, Microsoft's called Xenix. The company currently sees these applications as distinct and separate, for there is no direct compatibility between Xenix in the multi-user environment and the combined PC-DOS/Topview in the single user area.

There is some speculation that IBM is offering Xenix to see what the market demand for a multi-user environment will be. If there is sufficient demand, then the company could quite possibly upgrade its single-user Topview system to multi-user, thus keeping control of its selected operating environments.

It is possible that such market demand will exist in the future. Ironically, it could come from IBM users wishing to keep pace with the capabilities available to those that have selected to purchase one of the clone machines. This, at least, will be the case if Digital Research had its way.

Digital Research lost out in the early rounds of the IBM-PC business when Microsoft got the deal to provide the native operating system for the machine. Since then it has set about developing an operating system that offered users an alternative to PC-DOS with sufficient advantages to make the change worthwhile.

The result of this has been Concurrent DOS, whose latest version offers multi-tasking in both single and multi-user environments. According to the company there is a broad level of functional similarity between the Concurrent DOS and IBM's Topview. The major differences seem to be Concurrent's availability of multi-user facilities and Topview's pop-up menus which can be called up at any time on any screen. In other respects the two systems are functionally compatible.

They are not program compatible however, as they use different call formats to drive the functions. This has not stopped Digital Research in the past, however. For example it has produced PC-Mode, which allows PC-DOS Version 1.0 programs to run directly under Concurrent DOS. It seems reasonable to speculate that the company can achieve similar results in eventually gaining Topview compatibility.

Should this happen, the clone makers will then have an available operating system environment that will allow them to maintain a place in the market. It will also be a system that has the advantage of multi-user capabilities built-in.

There is a school of thought which suggests that many current single-user-based operations will be gently tempted to grow towards multi-user if it can be achieved easily.

Interestingly, European manufacturers could do well here. Companies such as Olivetti, Siemens, Ericsson, Acorn and ICL are already using Concurrent, and have systems on the market and in the shops.

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The A to Z of British Micros

Practical Computing

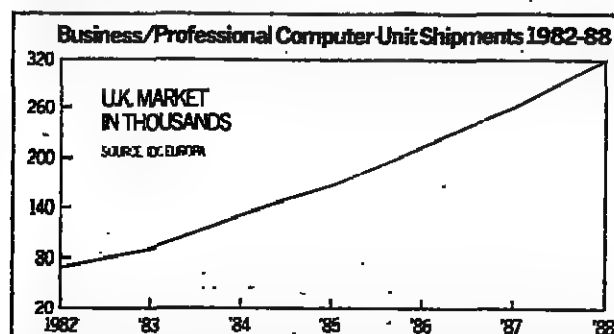
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The children roll up for the IT road show

A travelling exhibition of information technology, presented by IBM, has come to rest in the grounds of the Natural History Museum in London.

Pictured on the right are a group of children examining the electro-erosion process on a printer where type-set or graphic material is reproduced on paper coated with a thin film of aluminium providing high quality reproduction.

Other exhibits include voice recognition, a teaching aid for deaf children and a robotics display.

Admission to the show is free and it will be at the Natural History Museum until December 2. It is expected to be on the road for three years visiting 20 cities in 14 European countries. Its next British stop will be in Manchester in July 1985.



Quest steps in to support Sinclair's troubled QL

By Frank Brown

Sir Clive Sinclair's revolutionary £400 32-bit personal computer, the QL, which has attracted criticism for its lack of adequately-powered peripherals and dearth of applications software, has found a supporter in the Hampshire computer firm Quest Automation.

It has announced floppy disks, Winchester disks, memory-expansion boards and business applications

software packages. Known as the Quest QL Executive series, they complement a new operating system the company announced for the QL in June.

Quest has also announced its intention of introducing other peripherals for the Sinclair machine, including a gigabyte optical disk drive.

Commenting on the move, Quest managing director Peter Ebel said the new products were designed to

overcome the shortcomings for which the QL had been criticised. Prices range from £249 for the lowest capacity floppy disk drive to £995 for a 7.3 megabyte Winchester drive.

The memory expansion boards capacities range from 64K at £99 to 512K at £499. The fit in an expansion module which accommodates the QL on top, giving it the appearance of a neatly styled larger machine.

The application software comprises five integrated business accounting programs which in turn integrate with the four Psion programs Sinclair supplies with the machine, so that data can be passed from one program to another. Sales ledger, sales invoicing and stock control are in one package at £99, and purchase and nominal ledger in another for £50.

Micros: Habitat hedge, Harrods go all-out

By Paul Walton

Harrods of Knightsbridge is spending several thousand pounds revamping its electrical department in the hope of selling more home computers. Sir Terence Conran will not have them in his Habitat. So why should the store for the upper echelon say yes when the store for the middle orders declines?

It is not that Sir Terence is shy of home computers - quite the reverse - he just cannot afford to stock low mark-up computers which pottery and rugs make more money. But after a couple of years of selling computers and software, Harrods electrical buyer Al Brown says that it now has enough confidence to "splash out with a re-designed blue, grey and white floor full of technology."

The design of most computers, and the layout of most of the stores which sell them, is unlikely to change much in time for this or any other Christmas shopping season; the incentive has gone. Home computers (under £500) can be risky, and unprofitable items, the expensive stock can rapidly lose its value and retailers make very little margin and must sell in volume to profit.

Habitat was interested in introducing computers, among other electronic consumer goods. In order to apply its own brand of harmonious domestic design and, perhaps eventually, re-design, Sir Terence well appreciates that the home computer is now essentially a plastic box waiting to be

tastefully moulded for domestic consumption.

"It doesn't seem as if the project is viable at the moment", was how Sir Terence dismissed one report proposing that Habitat should introduce a dash of design into the rather staid appearance of computers and the stores where they are sold. But he is still interested "if there is a way we can do it better than anyone else."

Alison Richards, in charge of buying at Habitat, summed up the financial argument against stocking home computers - one which dictates that Habitat requires 35 per cent of the selling price to run and expects an extra 11 per cent for profit. "We would have to enjoy phenomenal volume gains - investments would have to be made in advertising, promotions and stock so it means an enormous change in our retailing strategy", she says.

Stephen Bailey, director of the Conran Foundation-backed

habitat

Boilerhouse design studio in the vaults of the V&A, is a firm believer that "better design is about to happen to new technology; since the external appearance of a computer no longer depends on its function, or even what it is supposed to do."

Harrods, however, intends to steal a march on its down-market competitors. "What happens at Harrods is unique", said

Al Brown - but undoubtedly its proprietors, The House of Fraser, are watching to see if this new technology department will be a success that might be repeated in stores up and down the country.

The department was dreamed up by Mr Brown, impressed by the plush interiors of the business-orientated First Computer and Interface chairs, and with money to spend on

improvements. He is not worried by present returns on the sale of home computers, but said that Harrods would have to think again if prices and margins continue to fall next year.

Brown employed the Bang & Olufsen design subsidiary Expo Competence to design the store interior. "For the first time we've got four of five areas where people can go along and try out products - TVs, video, home computers - in comfort. Essentially we are aiming for the same market as W H Smiths, but our customers expect a little more."

Harrods' stocks much the same hardware and peripherals - with the Sinclair Spectrum and QL, the Commodore range and the BBC - but is adding the Tatum Einstein and the ACT Apricot, FI business machine. The computer portion of the technology department is staffed by four people from Harrods and four provided by the suppliers.

Idea processing has arrived

By Geoff Wheelwright

Software companies could be running out of ideas. General purpose software programs seemed to have settled down to "The Big Five": word-processing, spreadsheet analysis, database management, business graphics systems and computer communications.

The only really new general purpose personal computer application to emerge in the past year is the "idea-processor" (also known as a thought-processor), a rather lofty name for programs which order information and plans in terms of their priorities. First among these was Caxton Software's Brainstorm in the UK and Living Videotext's Think Tank in the US.

Both programs let you plan a report, essay or book by ordering your notes in terms of their connections and priorities. If you were planning a book, for example, and wanted to quickly list all the possible chapters and what would occur in each, the idea-processor would give you a form on which you might write the title of the book, and then all the chapter headings under that title.

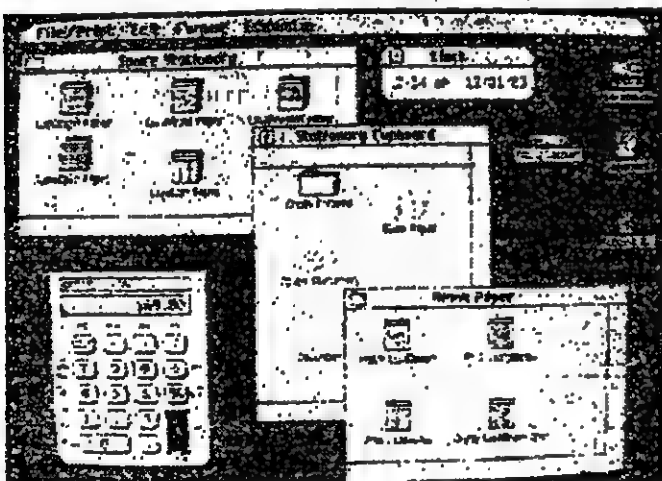
On a second level you might put the detailed points you wanted to cover within a given chapter - and then any further ideas for what you would say on that particular point. The resultant processed-idea might look something like this:

- 1.0 - Chapter one
- 1.1 - Introduce the main character
- 1.2 - Introduce the mystery person
- 1.3 - Introduction of the antagonist
- 1.3.1 - Had a tough childhood
- 1.3 - Went to jail at an early age
- 1.3.3 - On probation for five years
- 1.4 - Introduce the antagonist

Even integrated software packages (a collection of programs which can exchange information, usually including "the big five"), which have been touted by the software industry as the greatest thing since the invention of the floppy disk, are not really new. The Lotus Development Corporation and Apple computer pioneered it with Lotus 1-2-3 software and the Lisa computer.



An in-depth study of personal computers.



Apple's Lisa computer was one of the first to come with integrated software to represent commonly used office products

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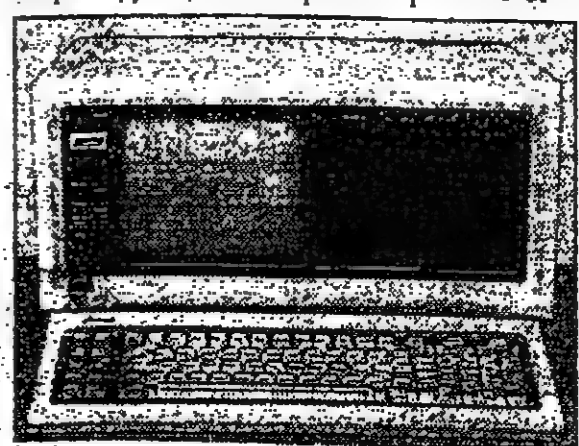
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In search of the IPSE

The UK software house, Software Sciences, is to lead an Alvey-funded consortium in a £5.2m project to develop an integrated project support environment (IPSE).

Called Edipse, the project is the largest of its kind, and will involve 150 man-years of development effort over the next three years. Other partners in the consortium are CAP, Learmonth, Burchett Management Systems, University College of Wales, Aberystwyth, and the universities of Lancaster and Strathclyde.

The technology director of Software Sciences, David Rowley, explained that an integrated project support environment is a set of "tools" which provides support for all the activities in the total life cycle of a computer system. It can be used to manage all stages of a computer project, and automate or give powerful assistance to, all the project's constituent activities from initial planning, through design, implementation and testing, to post-installation technical support and maintenance. The computer industry desperately needed such tools sets if it were to have any chance of keeping up the computer users' demands, Mr Rowley said.

Closing time

Any final entries for the UK Computer Press Awards, sponsored by The Times and Hewlett-Packard, must be received by the closing date of tomorrow. The awards, which include prizes worth more than £7,000, are to be made in recognition of the growing importance of computer journalism. They will be made at dinner at Claridges. The address for entries is UK Computer Press Awards, Horsley Associates, 20/22 Craven Road, London W2 3PX.

COMPUTER BRIEFING

ITT's new stake

Communications giant ITT has bought a stake in the software and computer systems parts of Christiani Røvsing, a fellow communications company in Denmark which went into liquidation at the end of September. ITT has paid \$3.5m for the 44 per cent of Christiani Røvsing which it now holds; the rest of the company has been bought by a consortium of Danish banks and pension funds. The acquisition is part of ITT's strategy to improve its software products. The move follows a similar purchase in August when the company bought over a third of Holland Automation BV.



"User friendliness is one thing - friendly users is another."

Robot harvest

Israeli scientists at the Robotics Laboratory at the Technion Institute of Technology have produced a super-sensitive robotic manufacturing arm that can pick up material half the diameter of a human hair. Professor Yoram Koren, the head of the laboratory, expects eventually to design robots to take over virtually all of the harvesting in Israel's extensive orchards as well as a robot which can diagnose problems in other robots and then instruct a technician on how to fix them.

Laser power

A new high-power laser, which emits radiation of more than 1,000 watts, has been developed by scientists at the Institute of Communications Science at the Technical University in Vienna. It uses a mixture of carbon dioxide, nitrogen and helium which, when an electric current is passed through it, is transformed into a highly conductive plasma, which in turn serves as a source of infra-red rays. By means of mirrors these rays are focussed into beams the thickness of a finger. The laser differs from its US predecessors in that every component has been simplified as far as possible without a decrease in radiation quality and more precise and cheaper solutions have been found for certain intricate processes.

Tax advice

A personal tax-compliance system designed for use by accountants and professional tax advisers has been launched by Datacube. Taxpoint will run on most common 16-bit microcomputers and requires a minimum memory size of 256K. It will generate letters for tax advisers to request information for example to a building society, or bank manager, will store the resulting data, compute taxable liabilities and benefits, produce an overall assessment for the

client and print a substitute return for the Inland Revenue. The system can also advise on where or not certain options should be taken - for example a spouse's earned-income election - and also allows what-if type calculations.

UK events

Texas Instruments Owners Convention, Fitz, Manchester, Saturday
Schools Computer Fair, Bloomsbury Crest Hotel, London WC1, November 6-7
Yorkshire Business Computer Fair, Pembroke Halls, Manchester, November 7-8
Scottish Home Computer and Electronics Show, Anderson Centre, Glasgow, November 9-11
COMFEC, Olympia, London, November 13-16
School Computer Fair, Pembroke Halls, Manchester, November 14-15
Artificial Intelligence Seminar, Middlesex Polytechnic, London, November 17-18
ZIX Microfair, Alexandra Palace, London N22, November 17-18
Home Computer Fair, Winter Gardens, Cleethorpe, November 18

Overseas

Australian Computer Exhibition, Sydney, November 8
COMDEX, Las Vegas, November 14-18
Videotex Europe Exhibition & Conference, Amsterdam, November 20-22
Compiled by Personal Computer News.

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High-tech systems may get backing

By Madeleine Dyer

The Industrial Technology Fund, a recently-launched business expansion scheme exclusively for industrial high-tech concerns, is considering two innovative companies with high-growth potential for financial support.

Sir Monty Finniston, 72, chairman of Industrial Technology Securities, the company set up to manage the fund, said last week that it is looking at a company which designs, develops and manufactures instruments to measure units of light to an accuracy of one-millionth of a second for application in military and civil fields.

A second company, which has pioneered a technique to develop photographic film onto a hard surface like a tile, for example, is also earmarked as a likely investee company. The fund is seeking "six or seven" such companies in all. "These are two very different examples of the kind of companies we are looking at," said Sir Monty. The principal aim of the fund is to invest in established or young high-tech companies seeking capital for expansion. Eligible individual investors buy shares from the fund which then spreads the investment over at least five of the chosen companies, thereby spreading the risk.

Selected companies must also submit themselves to rigorous scrutiny of the fund's management team, based in technology and commerce.

Although not expecting to be called in to manage companies on a day-to-day basis, the team can provide regular "hands-on" experience in running the companies if needed. It expects to appoint non-executive directors to chosen companies and demands regular progress reports for constant monitoring.

All key personnel are, therefore, a factor vital to success, says John Bettison, fund-member who is also an active industrialist in the Birmingham area.

Chosen companies must wait until all the money from investors is received: the end-of-October deadline is likely to be extended to account for this. The fund is obliged to invest all the money by the end of this year. Stockbrokers' Northcote & Co will carry out the fund's transactions until it receives a licence to deal in securities.

Software sales are rising as the market research predicted

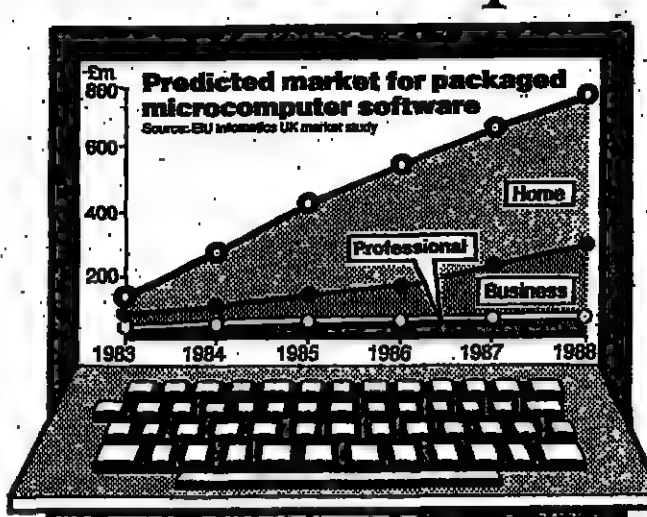
By David Raven

The sales of microcomputer software are reported to be rising in line with market-research projections, but few software publishers appear to be actually increasing their net profits.

A study of software publishing will probably lead to a conclusion that it is an expanding market with great profit potential hence the large sums of government aid and venture capital being made available to invest into software projects. Market research consultants are predicting a sustained growth in software sales volume of about 40 per cent a year between 1983 and 1988.

Unfortunately, few market research companies offer any prediction for the likely net income for software publishers as net income will be determined by each company's gross margins, overheads and future development plans.

The US is acknowledged as a more mature market for software and financial statistics published in the American newsletter, *Software Publishing Report*, show that though sales increased for 27 American software companies in the second quarter of 1984 by some 58 per cent margins dropped sharply. Worse hit were eight publicly owned software companies who reported a 49 per cent drop in profits even though their turnover rose by 32 per cent. This disturbing news is



not only affecting home computer games software producers who have had a difficult time this year here in the UK, but the profits decline has hit really big names in the microcomputer business software sector.

MicroPro International, publishers of possibly the best known wordprocessing package, *Wordstar* filed a \$756,000 (£620,000) loss in the quarter ended August 31 as sales dropped 21 per cent to \$15.6m.

While software publishers are finding it difficult to maintain sufficient net margins, other related areas seem equally prone. Disc manufacturers reported a 36 per cent increase in sales but a 136 per cent profit

reduction for the second quarter of 1984.

One particular company Lotus Development, producers of spreadsheet software 1-2-3 and lately Symphony seem relatively unaffected at present, having produced a 347 per cent net increase in income compared to the second quarter of 1983. It will be interesting to compare this company's results at the same time next year when full account is taken of the higher overheads incurred by Lotus expanding into international markets.

The enormous success of Lotus in a relatively short time, must be in part due to the high publicity-profile which the company has managed to

maintain resulting in a very strong brand image for its products. This method of selling professional software is likely to be all important for successful marketing direct to the general public.

Dixons believes it has identified a major market for professional/business micros and claim turnover in this sector will be as significant as home computers within the next twelve months. Given the choice, software companies with the right product and a brand name will perform better than say a company with a good software product which the man and woman in the street has never heard of. Consumer awareness of hardware company names is far higher.

Few customers actually enter a retail store and ask for a software package by its brand name referring to it as a database or wordprocessing package etc.

To overcome low-brand-name awareness will require more direct marketing to the end-user and possibly less to specialist dealers. Retailers, dealers and software publishers will have to continue to find ways of providing support.

Many of the professional and business packages which are popular still require comprehensive training, particularly database and accounts software, before they can be used to their full potential. The solution will be software which is very easy to use.

steps in a processing chain before you get the answers you want. Many of the widely used database packages were built to use early personal computers.

If you are starting from scratch, therefore, it pays to buy a package which is tuned to make good use of one of the new, more powerful, personal computers.

Q: My firm's experience of training staff in word processing methods has been a depressing one. In London it seems that they are continually being lured away to jobs with firms that cannot be bothered to train. Will this sorry state persist for much longer?

A: The London area is something of a special case. Travel problems for staff create recruitment opportunities. For instance, for those firms that are situated in especially accessible places. Some firms that find themselves so placed then proceed to exploit this situation.

On their side of the fence the argument runs that they have paid premium prices for their office space and are entitled to gather skilled staff who wish to escape their travel problems. This is just one example of the factors that make for a fluidity in the jobs market for skills in office operations and it has a disproportionate influence in the London region.

The question that is probably uppermost in your mind relates to the possibility of making word processing easier to learn.

It follows from this that operators who can use all the features of this software will be especially valuable in those jobs that need to exploit these supercharged features. So some firms will continue to poach staff with this experience if they need them urgently.

Q: I have read recently of the 'Turing Test' as a measure of success in artificial intelligence. Could you tell me what this test is all about?

A: The Turing Test derives its name from Alan Turing, a computing pioneer in Britain during the Second World War. He suggested a test based on the notion that if a person interacting with a computer was unable to tell the difference between such a dialogue and a conversation between two people, then the machine could be claimed to be acting 'intelligently'.

Unfortunately, the superficial nature of human dialogues, in many instances, makes this test a poor one. The joke among computer specialists is that many people 'fail' the Turing Test. That is to say, they leave you in some doubt as to their humanity.

It is still true, however, that when computers can be equated in behavioural terms with experience shared between people, then 'true' artificial intelligence might be claimed. This leaves open the question as to whether experience can be shared with a machine.

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Quote Ref. MCM/T

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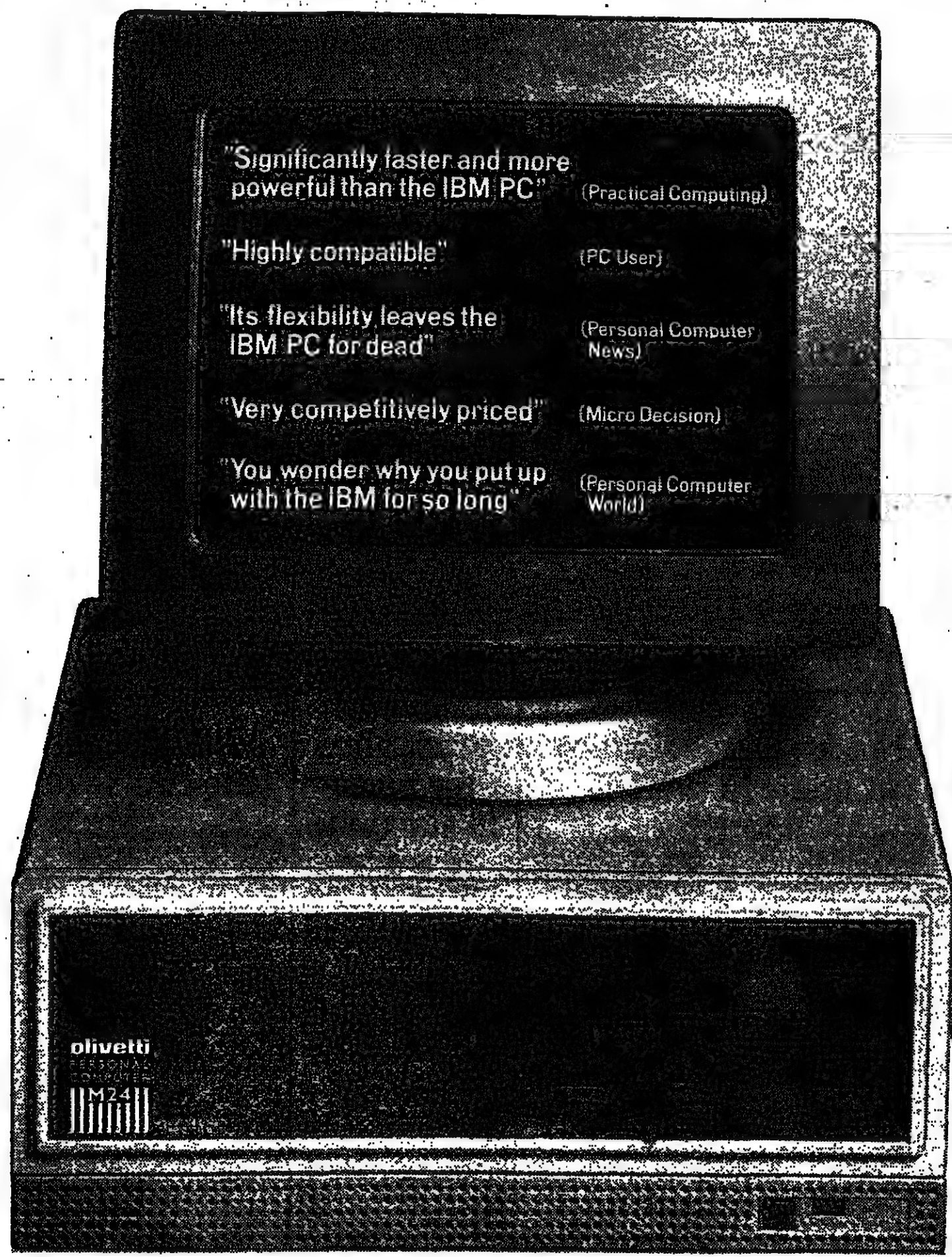
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